

# THE ANNALIST

A Magazine of Finance, Commerce and Economics

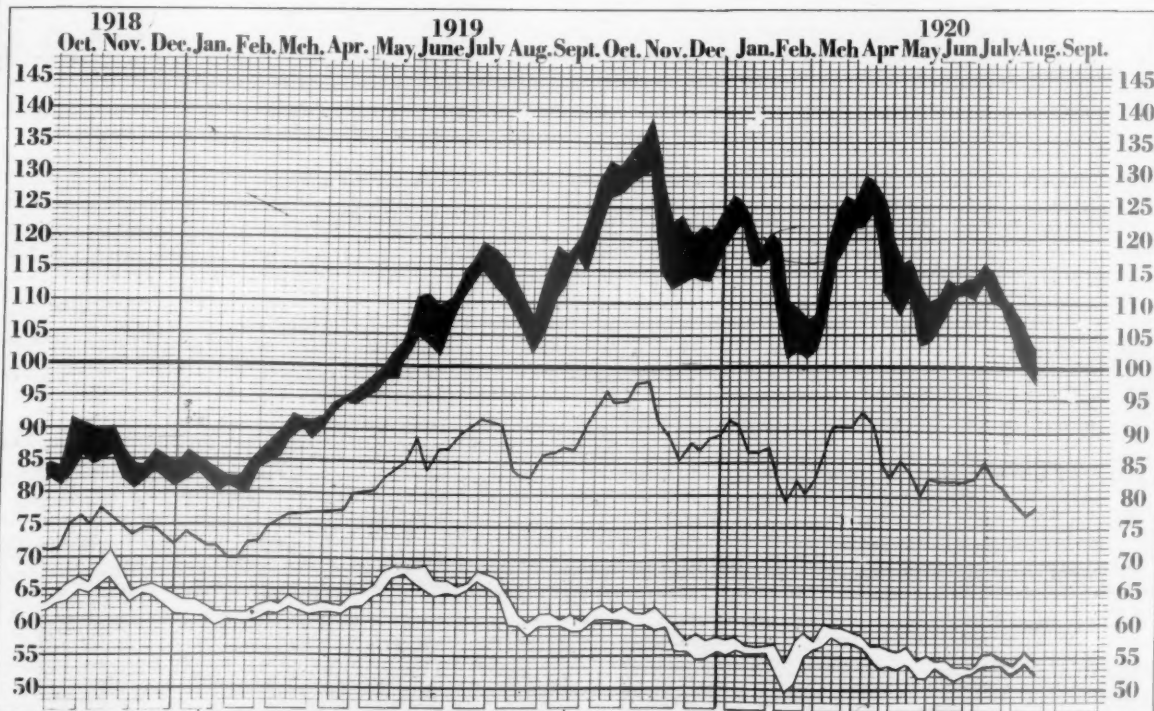
VOL. 16, NO. 396

NEW YORK, MONDAY AUGUST 16, 1920

Ten Cents

## Chief Contents

	Page		Page
Is Controller Williams Barking Up the Wrong Tree? .....	195	Barometrics .....	206
Wall Street Sees Disagreement Among Financial Officials ...	196	Federal Reserve Banking Statistics	207
Public Confidence in Public Util- ities Must Be Restored .....	197	Bank Clearings .....	207
Full Foreign Trade Effort Waits on Reparation Commission ..	198	New York Stock Exchange Trans- actions .....	208
Sees No Decrease in Building Costs in Near Future .....	199	Trend of Bond Prices .....	212
Make National Trade Mark Pledge of Honest Dealing .....	201	Week's Curb Transactions .....	213
Forces Swaying Stocks and Bonds	202	Transactions on Out-of-Town Markets .....	214
The Annalist Barometer of Bus- iness Conditions .....	204	Open Security Market .....	215
		Offerings of the Week .....	217
		Listings on the New York Stock Exchange .....	219
		Dividends Declared and Awaiting Payment .....	222



The black line shows the closing average price of fifty stocks, half industrials and half railroads. The black area shows for each week the highest and lowest daily average price of the twenty-five industrials and the white area the corresponding figures for twenty-five rails.

### Specialists in High Grade Local Securities With Nation-Wide Distribution

#### BARBOUR & COMPANY

Members New York Stock Exchange

790 Broad Street, Newark, N. J.

JOHN M. MILLER, Resident Partner.

Specialists in

The Securities of the Public Service Corporation of New Jersey

Singer Manufacturing Company

Celluloid Company

New York Office, 25 Broad St.

#### FRANCIS R. COOLEY & COMPANY

Members New York Stock Exchange

49 Pearl St., Hartford, Conn.

We invite your inquiry on

Stanley Works

Russell Mfg. Co.

Landers, Frary & Clark

Niles-Bement-Pond

and other local securities

Our trading department will Buy, Sell or Quote any of the following securities:

#### INVESTMENT STOCKS

Mt. States Tel. & Tel. Co., Cement Securities, Gt. Western Sugar, Com. & Pfd., Savannah Sugar, Com. & Pfd. Holly Sugar, Com. & Pfd. Utah-Idaho Sugar.

#### BONDS

Denver Tramway Issues

Nevada-Calif. 1st Lien 6's 1945

#### OIL ISSUES

Mt. & Gulf Oil Co. Colaraine Oil Co. Midwest Ref. Co. Salt Creek Producers.

Our statistical department will be glad to furnish information on any of the above securities.

SCHORB, BALLOU & COMPANY

First National Bank Bldg

Denver, Colorado.

#### DO YOU KNOW



Kansas City has three securities which are of interest nationally, namely:

H. D. Lee Mfg. Co., Peet Bros. Mfg. Co., Central Coal & Coke Company

As specialists in these securities, we are able at all times to render prompt and efficient execution of your orders, as well as rendering most accurate up-to-the-minute information.

Your inquiry invited.

STREET & COMPANY

15 West 10th Street,

Kansas City, Mo.

#### SPECIALISTS IN

#### BALTIMORE SECURITIES

BOUGHT — SOLD — QUOTED

Our weekly market letter deals with events of nation-wide importance and gives a concise, intelligent resume on all securities dealt in on the Baltimore Stock Exchange as well as outside securities which are local to Baltimore and Maryland.

We should be glad to place your name on our mailing list to receive this letter each week and feel confident that the information contained therein will be of unqualified importance to you.

Smith - Andrews & Marston

The Emerson Hotel

Members

New York Stock Exchange

Baltimore Stock Exchange

BALTIMORE

MARYLAND

**B**INDER for The Annalist. By mail for \$1.50. Strong and handsome—gilt lettered. Holds one year's issues.

THE ANNALIST  
Times Square  
New York

#### SHORTAGE OF PAPER

The critical newsprint situation in the United States has shown the public the great necessity and demand for the products of our various Canadian Mills.

We recommend for investment

Riordon Pulp & Paper Company

One of the strongest and best in the Dominion

Full particulars and special letter gladly sent on request.

Tousaw, Hart & Anderson

Specialists in Pulp & Paper Securities

Members Montreal Stock Exchange

6 St. Sacrament St.

Montreal

#### Canadian Securities

Our specialization on all Dominion securities and consequent experience is of value to those seeking advice.

We invite inquiries from dealers and investors regarding our special facilities for the prompt and efficient execution of orders.

H. M. CONNOLLY & CO.

Members Montreal Stock Exchange

Transportation Building, Montreal

The oldest and largest investment house in Northeastern Pennsylvania

Specialists in the Securities of

SCRANTON and

NORTHEASTERN PENNSYLVANIA

We invite inquiries on

O'Gara Coal Co. 1st 5s

Scranton Life Insurance Co.

Wyoming Shovel Co. 7% Deb.

International Salt Co.

Address Dept. "A-14"

J. H. BROOKS & COMPANY

Members New York Stock Exchange

Brooks Bldg.

Scranton, Pa.

#### SUGAR STOCKS

Bought — Sold — Quoted

Specialists in

HOLLY SUGAR

UTAH-IDAHO

and all locals

We invite your inquiry.

T. W. GAUSS & CO.

Colorado Springs,

Colorado.



Canadian  
Conditions  
Are  
Reviewed

with understanding, sympathy and criticism, where it is deserved, in the latest number of Canadian Investment Items.

In Canada, Investment Items is considered to be one of the liveliest private financial and commercial reviews published. So you may expect something worth while if you write for a copy. Address: 81

AGENCY OF  
**Royal Securities**  
CORPORATION  
(CANADA)  
LIMITED  
165 Broadway New York  
Tel. Cortlandt 3234-5-6

#### Satinover Galleries

27 West 56th Street  
New York

Large selection of beautiful paintings by old masters at reasonable prices.

IF YOU ARE INTERESTED IN  
**FINE BOOKS**  
AT BARGAIN PRICES

SEND FOR THE MONTHLY

BULLETIN OF

**FINEBAUGH & BROWNE**

477 FIFTH AVE.

OPPOSITE THE PUBLIC LIBRARY

**BARSKY DESKS**

1 BEAVER ST.



**Offices**  
 Telephone, Bryant 1000  
 Times Building.....Times Square  
 Times Annex.....229 West 43d St.  
 Downtown.....7 Beekman St.  
 Wall Street.....2 Rector St.  
 Harlem.....2109 Seventh Ave.  
 Brooklyn.....401 Fulton St.  
 Washington.....Riggs Building  
 Chicago.....1302-1304 Tribune Building  
 Detroit.....403 Ford Building  
 St. Louis.....613 Globe-Dem. Building  
 San Francisco.....742 Market St.  
 London.....12 Salisbury Square, E. C.  
 Paris.....AuMatin, 6 Boulevard Poissonniere

# THE ANNALIST

A Magazine of Finance, Commerce  
and Economics

Published Every Monday Morning by The New  
York Times Company, Times Square, New York

## Subscription Rates

Three Six One  
Mos. Mon. Year  
 In United States, Mexico,  
and United States tribu-  
taries.....\$1.25 \$2.50 \$5.00  
 Canada (postpaid).....1.40 2.75 5.50  
 Other countries (postpaid) 1.50 3.00 6.00  
 Single Copies, 10 Cents  
 Binder for 52 Issues, \$1.25  
 Entered as Second-class matter March  
21, 1914, at the Post Office at New  
York, N. Y., under the Act  
of March 3, 1879

Vol. 16, No. 396

NEW YORK, MONDAY, AUGUST 16, 1920

Ten Cents

## Is Controller Williams Barking Up the Wrong Tree?

*If High Call Money Rates Have Been the Cause of Burdensome Rates for New Capital It May be Said That  
Reliance on the Call Money Market for Capital Is a Misuse of Bank Funds—Why Attention  
Might Well be Turned From the Banks to the Brokers*

By EDWARD A. BRADFORD

LAST WEEK the national banks of New York City were more surprised than pleased to receive from the Controller of the Currency a list of questions filling a column of fine newspaper print regarding "excessive interest rates charged on both time and call loans from October, 1919, to July, 1920," the information to be supplied by Aug. 20. Interest rates certainly have been high, but there has been no particular complaint against the national banks. They are in a minority respecting importance to the Federal Reserve Banks and in respect to numbers to the State banks and trust companies, which are not under the Controller's jurisdiction and immune from his quizzing.

On Wednesday last THE TIMES Washington message gave the clue to the mystery. The Controller is an authority on usury by national banks, and he thinks that the institutions under his charge need discipline. To quote his statement:

"I am convinced that the unjustifiable and excessive interest rates maintained in New York City in the last ten months covered by my request for data, and which I am informed have in some cases gone as high as 15 and 20 per cent. or more, have been one of the potential causes rather than the result of the unsettling of values in our securities market and of the burdensome rate which our railroad and industrial corporations and other concerns and individuals of the highest credit have been required to pay for new capital essentially needed for the country's development and well-being."

Reliance upon the call money market for "capital" is a misuse of bank funds and waste of the borrower's money. It is so wrong in theory and so precarious, perilous and expensive in practice that it is impossible to defend and difficult to believe that the Controller suggests that it is customary. It is assumed rather that he means that the price of call money is reflected in the investment market, speculators overbidding investors. But the difference between those two classes is as great as the difference between the two sorts of money, and neither affects the other in any considerable degree.

### DISCIPLINING THE BROKERS

The chief customers of the call money market, and the largest class of high interest payers, have been the brokers favored with the custom of those who speculate in prices rather than in the securities whose prices are quoted. Stock brokers do not suffer from dear money because they charge it to their customers' debit, and because when they need it their business is brisk, and the commissions recompense their troubles in explanations to their customers. The customers do not complain when the market is going their way, for then their profits pay interest and commissions, and something handsome over. But when the market goes against them there is complaint, and the Controller appears in the light of the speculators' refuge from the extortion less of the banks than of the brokers. For it is rare, indeed, that the broker does not pass along all that the bank takes, and something for good measure. If the Controller could only discipline the brokers instead of the banks, or along with the banks, he would be acclaimed as a very present help in time of trouble.

The Controller says that there is a round billion

dollars of loans about which he wishes to be informed, and he is aware that much of it is not national bank money, nor even New York money. The guileless country banks lend their balances here because they cannot lend them at home, and then, being loaned up, they can raise their home rates. City banks cannot lend in the country in that manner, and some city banks lend for their country customers when they treat their own customers better, and would be ashamed not to. There is no lack of grievance which can be stirred up on official instigation. The only question is what importance should be attached to it.

When a Federal official of such high position makes public charges of this sort there is danger lest the practices condemned in advance of the disclosures should be thought representative of this money market. Foreigners in particular are scandalized at charges of general and respectable usury in one of the world's leading financial centres, and exclaim that nothing of that sort is done abroad. New Yorkers will be surprised to learn that there is anything that Paris, or Berlin, or London do not know about shady finance, about dear money as well as about cheap money, but they say less about it. Their methods of security dealing are different, and what we quote as a money rate they quote as a charge for carrying speculative accounts. There, as here, speculators expect to pay, and are able to pay the costs of their trade, which would be ruinous on business in goods. Those costs are not thought worth cabling here as a money rate, but our call money rates are cabled there, where the less informed consider them as evidences of stringency such as has some financial meaning.

Our call money market signifies nothing as to the market for "capital," or for commercial credit, which is responsibly quoted. There is no Federal Reserve call money rate, nor even a national bank call money rate, nor yet a representative rate. Call money rates are made by individual bargains generally, and they are published without the authority of the names of either borrower or lender, who would be as shocked by such publicity as by the publication of the names of buyers and sellers in security manipulations. And rightly so. Lenders are ready enough to let it be known when they break the call money rate for reasons of public interest, but those who make the profits the Controller condemns shrink from publicity. Borrowers who pay top rates also dislike to advertise the fact that they are using emergency money, their need usually being a sign either that they are overtrading on banks' capital instead of their own, or that they have not foreseen the conditions which drive them to the usurers, or in other words that either they or their customers are wrong on the market.

The Controller makes an imposing calculation of the extortion which he proposes to expose, and which indeed he exposes in advance of discovery: "Interest at 1 per cent. on \$1,000,000,000 of call loans would amount to \$10,000,000 per annum, or about \$30,000 per day. Therefore, whenever banks in New York City raise the rate on all call loans under their control 1 per cent. it adds to the net profit of the lending banks about \$30,000 per day, or more."

"An advance of 6 per cent. in the call rate from 6 per cent. to 12 per cent. would, therefore, amount to an additional profit to the banks of

\$180,000 per day; and if the interest rate on all call loans should be made 16 per cent. instead of 6 per cent., the increase in interest charges for each day would be \$300,000; while a 20 per cent. call money rate would mean a net profit per day of \$600,000, which means enormous earnings to the lending banks but a burdensome, if not a ruinous, exaction upon borrowers."

Indeed it would be ruinous if it were exacted. The Controller's facts cannot be contradicted in advance of their publication, although his charges or insinuations are made in advance of the information which he seeks, and therefore does not possess. There is little risk in saying that it is not the practice of banks to mark all their loans up to the maximum reported as being made on the Exchange, although there is no Exchange call money rate. The practice of banks as generally understood is to charge their customers according to the quality of the collateral, the state of the customer's account, the condition of the bank itself, such considerations being more controlling than like conditions affecting others than the lending bank and its customers. There is more comity, courtesy and consideration between banks and their customers than there could be if the customers thought the banks were Shylocks, or if the banks thought that the borrowers were speculators in distress. It is rash to generalize, but there are many cases—if it is not the rule—that extortionate call rates are such as banks would be ashamed to ask from their customers, on collateral which the borrowers often would not offer their regular banks, and on a sort of business about which the less said the better. There is no way of stopping such business wherever much business is done. But it would be reduced to its proper importance if less publicity were given to the rates themselves and more to the names of those charging or paying them. It might be well if there could be an official call money rate, and it surely would not be such as the Controller considers representative. As a rule the relations between the banks and their customers are cordial, or new relations are sought. There has been no request for the Controller's intervention, nor even any public complaint of the banks, but the Controller's stormy career has caused complaints by banks against him.

Among the Controller's questions is this: "What service charge, or other charge, if any, does your bank make to borrowers \* \* \* in addition to the direct charges for interest and discount on loans?"

### A PROFITLESS USURY HUNT

That recalls the usury hunt among the Southern banks by the Controller and their resentment at being regarded as financial "blind tigers." The charges are better remembered than the result of making them, for it is not recalled that any particular result followed, while the charges are on the record. Many banks said that the loans which showed the worst usury were the sort of loans which the banks made with reluctance rather than sought for their profit. As memory serves many of the loans were on livestock, with or without an acre or two, or on growing crops to farmers known to be so shiftless that their harvest was matter of doubt, or to borrowers notorious for the trouble in collecting their loans. Many of the borrowers were so illiterate that they could not prepare their own papers, and a "service" charge was made, which, added to the regular rate of interest, made

a-rate which seemed usurious, and yet was reckoned on loans so small that the banks would rather not have done the business. No doubt that is a defect in our banking methods. It would be better if more attention were paid to the small borrower and if his path were smoothed instead of being roughened by a "service" charge. The Bank of France will lend a man the price of a hat or pair of shoes and finds no trouble about doing that sort of business along with sums in the hundreds of millions in normal times, and in billions in war times. The Controller is not alone in his grievance against the money power. The House of Representatives, only a year or two ago, had the same idea, and as the result of an investigation reported: "The maximum rate charged as reported under oath by one bank on this list was 912 per cent. One bank reported that it had loaned at between 24 per cent. and 912 per cent. the sum of \$9,372; another bank declared its maximum rate at 254 per cent., while a number of others admitted rates considerably in excess of 100 per cent."

But inspection of the table accompanying the report shows that many banks reported nothing so heinous, and that the rule was for loans much smaller than that at the 912 per cent. rate.

No harm comes from inquiries like the Controller's, if the facts are understood. The danger is not in the disclosures, but in the interpretation put on them. It will be well to have more exact knowledge about the New York call money market, and it hardly could be got otherwise. The Controller may be right in the bill of particulars which accompanies his indictment, but he has made his summing up speech in advance of the evidence and has thrown hard words at the banks which are more esteemed by their customers than by their regulator. There is no more authority for acquitting the banks before trial than there is for con-

demning them, but no bravery is required to plead that they are not so black as painted, and that those who know most about them hold them in highest esteem, which will be retained until proof to the contrary is furnished.

#### PROFITEERING THE LEAST IMPORTANT

There is a difference of opinion regarding the relaxation of the bank restrictions upon funds for productive purposes, and even the leadership of the Federal Reserve has failed to produce unanimity. But unless the Controller shall rally a party in favor of cheaper money for speculative uses he will stand alone as the champion of those who are supposed to be competent to manage their own affairs and to be prepared to pay the penalty of incompetency. It would be an unalloyed benefit if speculators in price movements were to be put under pressure not to disturb the level of investment, and there is no better way to produce that result than to raise the price of speculative funds, unless it be to refuse them altogether. The difficulty about refusing funds to speculators is to recognize them, but the difficulty is least in the call money market. Only in-and-out traders finance their necessities there, as a rule, and the disruption of speculative pools by usury grieves chiefly the pools and the Controller. If high call money releases funds for trade or investment that is the objective of the Federal Reserve, which is particularly charged with the functions assumed first by this Controller.

Hardly a month has passed during the interval named by the Controller without the Federal Reserve discussing the money market, without once mentioning the subject he emphasizes. The Federal Reserve's method of finding funds for production and exchange was to restrict speculation

in either securities or commodities. The Controller's method is to cheapen the funds used mostly by speculators. That seems to be his misunderstanding or misconstruction of the position of those who would cheapen funds used for production or exchange, while limiting funds to those under suspicion of speculation, or refusing them to those surely speculating. Repeatedly the Federal Reserve Board has refused to exercise this function itself and has declared that the member banks were the fittest judges of what use to make of their funds. That was the tenor of the utterances of Governor Harding's statement after his conferences with the Federal Advisory Council and of his reply to the Senate's inquiry as to the Reserve's policy. The Board has stated that it long tried counsel without raising rates and came to the conclusion that words alone were useless, and that the raising of rates locally was necessary. In a letter to Senator Owen the board deprecated the cheapening of bank loans, even for the purpose of raising the price of Liberty bonds, and said that the rates "should be fixed with a view of accommodating commerce and business." The Controller thinks that call loans should be cheapened to raise the general security price level, which is a manifold greater task than raising the price of Liberties. The profiteering by the banks which so offends him is the least important part of the business, and is not particularly obnoxious on the part of the national banks, although no doubt there are some backsliders among them. The banks may be trusted to respond to the Controller's quiz in good part and good faith. His administration is expensive both to the Government and to the banks, but within the functions of his office he will receive the respect due to it without public resentment, whatever opinions of his officiousness and error may be held privately.

## Wall Street Sees Disagreement Among Financial Officials

**Controller William's Attack Construed as Part of the "Cheap" Credit Campaign Which the Federal Reserve Board Opposes—Senator Owen's Assault Along the Same Lines Discounted Whatever Information May Now be Brought Out—Difficult to See How Charges Can be Substantiated**

IN most parts of Wall Street there is conviction that the latest "investigation" of New York national banks and banking methods by the Controller of the Currency, John Skelton Williams, simply is a resumption of the old feud between that gentleman and certain bankers of the metropolis. The feud, as everybody knows, is of long standing, dating far back to a time considerably preceding the appointment of Mr. Williams to official position, and in the last seven years, while Mr. Williams occupied, first, the position of First Assistant Secretary of the Treasury, and, later, that of Controller of the Currency, it has broken out on several occasions with greater or less degree of violence. Therefore, when Mr. Williams, after several months of silence, issued his recent pronouncement against the alleged "usurious" rates of interest being exacted by New York banks on demand and commercial loans, and followed this by a demand for rather extraordinary information anent the loan activities of all national banks located in New York, it was assumed that the Controller was again merely attacking the local institutions. Many bankers and others here saw no further significance to the matter than this.

But a few close observers believe that the present attack on New York banks is more or less incidental to a much greater contest; that for once, at least, Mr. Williams is not hitting directly at New York, but is making this assault as part of a campaign of considerably broader scope.

#### AN OFFICIAL DIFFERENCE

It is rumored, and the events of the last few months would seem to substantiate the rumors, that all is not harmonious among the several officials of Government and semi-Governmental agencies which dominate the financial situation. There is an element in Washington which is committed to the policy of "cheap credit," and is leaving no stone unturned to accomplish its ends. This element, apparently headed by Mr. Williams and United States Senator Robert L. Owen of Oklahoma, although it is not clear they are co-ordinating their efforts to the common end, has been working most industriously to force down all lending rates. In the last half year Senator Owen has been much more active than Controller Williams, but in the past for a long time the latter has been a most consistent advocate of cheap money and credit. During the period of active war operations Mr. Williams cham-

pioned the cause of low rates on all occasions, and since then he has more than once condemned what he has been pleased to term "usury."

Senator Owen has been operating along somewhat different lines. For months he has been urging the Federal Reserve Board to use its powers and its influence to lower the cost of carrying war bonds. He has made the charge that high rediscount rates at the Federal Reserve Banks have contributed more than anything else to depress Liberty bonds and Victory notes, and he has exchanged several communications with the Federal Reserve Board on this subject. Senator Owen even attempted to inject some of his ideas into the Democratic national campaign, but without notable success.

On the other hand, the Federal Reserve Board has maintained its policy of advancing rediscounts, and has missed few opportunities of defending it warmly. In the letters which have passed between Senator Owen and Governor W. P. G. Harding of the Reserve Board there have come out some rather

pointed arguments, and if the tone of this correspondence may be interpreted to mean anything, it is that there is very positive difference of opinion between the two men. Senator Owen has not been sparing in his attacks, and Governor Harding has used "straight talk" in replying.

Now comes the Controller, who, incidentally, is ex-officio member of the Federal Reserve Board, with his latest charge against the New York banks, making the medium of his attack a demand for information regarding the "usurious charges" on call loans and commercial paper. Senator Owen did the same thing in March, but as against Mr. Williams's method of demanding information from the banks in his capacity of Controller of the Currency, Senator Owen succeeded in getting passed a Senate resolution calling upon the Federal Reserve Board for information. And Governor Harding submitted a reply which went into the subject exhaustively, appending to his own letter a memo-

Continued on Page 200



### Province of Nova Scotia Gold 6% Bonds Due 1928

Income of Province is sufficient for annual expenditures without-recourse to provincial property tax.

Price 92 and Interest

Yielding over 7 3/8 %

Complete Circular on request for T.A-323

### The National City Company

Main Office—National City Bank Bldg.

Uptown Office—Fifth Ave. & 43rd St.

Correspondent Offices in More than 50 Cities

BONDS

ACCEPTANCES

PREFERRED STOCKS



## Public Confidence in Public Utilities Must be Restored

*Their Credit Now in Such Disrepute That Bonds Can be Floated Only at Yields 1 and 2 Per Cent. Above Those of Issues of Similar Grade of Corporations Yet Their Services Are Necessities and They Can be Punished for Past Sins Only at the Public's Expense*

*From a study made by the Service Department of the First National Bank in St. Louis.*

ONE of the most interesting facts in economic history is that prices pass through periods extending over several years in which the level is upward or downward. There is no agreement as to any one cause producing these cycles of prices. But ever since there has been money certain forces have operated to produce this change in the price levels.

We are now in the midst of one of these remarkable cycles. Beginning with 1897, the price level has been upward, and the forces producing this effect have been accelerated by the World War. Commodity prices, taking those of 1860 as 100 had increased to 130 by 1915, and, by the close of the war they had reached 230 in the United States. Similar results are shown in all other nations.

These index numbers show what is happening to prices in general. Particular prices may increase or decrease over short periods of time. Some prices may not advance as rapidly as other prices, for the forces determining a single price may, in some respects, be peculiar to it. For example, when monopoly exists—that is, when there is control over the supply—a larger degree of control over the price is possible. Likewise, when there is Governmental control the change in price is likely not to follow so closely the general upward tendency. This is especially true if the Governmental regulation is of an essential and one for which the public is accustomed to paying a certain price. Custom is an enormously strong force in controlling prices, and Governmental regulation adds another force to restrain any change in price.

This combined condition of customary price and Governmental regulation is found in the case of public utilities. The people become accustomed to paying a certain price for their gas, their light or their telephone, and are not ready to admit, in a period of rising prices, that the rate—which is but one kind of price—should advance along with other prices. But cost elements which go to make up all prices change quite as much in the case of a public utility as in the case of a cotton mill. The manufacturers of public service must increase wages like any other manufacturer. Parts of their machine or plant must be continually replaced and the new parts must be purchased on the higher price level. The public expects additional facilities and extensions to be ready whenever they wish them, and this, too, must be bought at the increased price level.

### PUBLIC MUST BE SERVED

A public utility is no more free than any other producer of a commodity or service to resist the force of increased prices. Indeed, such companies are not so free as is a private manufacturer. Government regulation is established to see that the public gets good service at a fair price. The private producer can reduce his labor force or even temporarily close his factory as a measure of economy, but not so with the public utility. All the time the public must be served, and its goodwill preserved, and at a price fixed, not by the producer, but by the State. The public utility company can never take advantage of the market as the private producer does and build up large profits and surpluses for the inevitable periods of no profits. The assumption of Government regulation is that the owner of public utilities will get a fair return at all times, but, in actual practice it is difficult to insure this for him, due largely to the opposition from the public to any increase in the price of a thing which it has been accustomed to buy at a certain price, and in part to the general distrust of the people of public utility corporations.

Yet private capital is invested in public utility properties just as in private corporations. It is subject to business risks as in a private enterprise. It is taxed. Its return is controlled by the State by largely inflexible rates. The same considerations which determine the flow or investment of capital in any business govern the investment of capital in this field. Capital is not sentiment. It goes where it can get the best returns for itself. It forsakes its oldest friends at the least suggestion of sacrifice. What is the situation then of

many of our public utilities under prevailing conditions of an increasing price level, a regulated rate of return, or price, an unsympathetic public, a selfish capital, seeking, as always, the best possible investment with an increasing number of bidders for the use of capital and a decreasing amount of capital for sale?

In the first place, there is a tendency toward a deterioration of the physical plant and force. Private industry producing its product for a seller's market—that is, at high prices—is able both to pay more for materials and to pay higher wages to employees. In the second place, extensions cannot be made with accustomed and desirable regularity, due to the high prices and dearth of material and labor, the reduced earnings and the lack of new capital, though the net return on increased units of service is greater than the proportional outlay required to furnish this increased service. In the third place, the most significant of all the effects, new capital refuses to flow into this field. A period of rising prices brings many opportunities to capital to receive a higher rate of interest, for it must never be forgotten that the rate of a return is a price—the price of capital—and, like all other prices, should and must advance if capital is to be forthcoming. There is a cost of money just as there is a cost of wheat or pig iron.

### CREDIT IN DISREPUTE

The cost of capital at any one time is determined in large measure by the available supply of capital. The best index for measuring this over a long period of years may, in all probability, be found by investigating the yield on a large number of high-grade securities. Ordinarily it would be fairly safe to assume that when the average yield on a large number of such securities is high the available supply of capital must necessarily have been considerably limited or at least inadequate to the demand existing at that time. In the case of bonds, computations representing the average yield are rendered difficult by the fact that each bond has a date of maturity when it will be redeemed at par value, and its price tends gradually toward par regardless of the demand and supply of capital. Thus, the average price of bonds is not nearly so significant as is the average yield to maturity.

Other factors than supply of capital must be reckoned with in determining the cost of money at the present time to public utility corporations. The cost incident to the acquisition of the first money needed by a new corporation would be different, for instance, from the cost of money for enlargements or improvements in a going concern. This is due to the fact that only a part of the total capital needs of a corporation can be secured by a first lien on the property. In other words, all of the securities issued by a corporation cannot be equally secured as regards assets. Usually not above 60 per cent. of the total bonded indebtedness of any corporation can be secured by assets termed the highest class. The remaining 40 per cent. of the company's capital needs must thus be raised through the sale of junior issues. No corporation can hope to raise its entire capital needs by a single issue secured by a first mortgage on its entire property value. Since a large part of capital needs must be raised through junior issues, they can be sold only if the yield is considerably higher than that offered by a senior issue.

The credit of public utility corporations on the whole is at present more or less in disrepute so far as the general investor is concerned. This is not a matter of theory or opinion, but one of fact. A glance at the price at which the highest grade public utility securities in the United States are selling at the present time proves this beyond doubt. The highest grade American public utility securities can be purchased in the open market on a basis that will yield the investor anywhere from 1 to 2 per cent. per annum more than the same sum would yield were it invested in any other similar grade of corporation securities. According to the bond yield computed on five average United States public utility bonds by "Brookmire's Economic Service," this type of security on May 1 could have been bought on a basis to yield more than 2 per cent. in excess of the yield afforded by a similar investment in other railroad

bonds. According to Brookmire's figures, the average yield on five public utility bonds considered as representative issues was 8.60 per cent. on this date. On the same date the yield on five representative railroad bonds was 6.14 per cent. The following table shows changes in bond yields on last May 3 since before the war:

	Now.	Mo. Ago.	Jan. 1916.	July 1915.	Before War.
Five Pub. Utility..	8.60	8.19	5.18	5.31	5.09
Five Railroad. . . .	6.14	5.86	4.51	4.71	4.42
Five Manufact'g..	6.41	5.92	4.89	4.99	4.93

To supplement this a compilation was made covering seventeen highest grade American public utility issues to show the yield to the investor should any of these securities have been bought at their market price in the period from April, 1919, to May 1, 1920. On the basis of this compilation the following results were obtained: The average yield on the seventeen highest grade public utility securities between April, 1919, and December, 1919, was found to be 6.11 per cent. The average yield from January, 1920, to May 1, 1920, was found to be 6.75 per cent. A similar compilation for three of the highest grade bond issues of the Atchison, Topeka & Santa Fe Railroad and two highest grade issues of the Union Pacific showed the average yield from April, 1919, through December, 1919, to be 5.52 per cent., and the average yield from January, 1920, to May 1, 1920, 5.75 per cent., thus showing that even the highest grade first mortgage public utility securities have recently been selling at a price which would yield the investor a full per cent. more income per annum than could be obtained from the same class of railroad securities.

### STUDY OF THE FIELD

A further tabulation covering the average yield on nine second class public utility securities in this same period showed that they sold at a price which would have yielded the investor, had they been bought between April, 1919, and December, 1919, 6.58 per cent. Had they been purchased at the average market price between January, 1920, and May, 1920, they would have yielded 7.20 per cent, the yield on this class of securities being almost a full point above that afforded by the highest grade public utility security.

Since the seasoned bonds of our largest public utility corporations can be bought on a yield basis of 6.75 per cent. and those of the second class on a yield basis of 7.20 per cent., it would scarcely be expected that new securities of public utility companies could be sold on even as favorable a yield basis as that afforded by a seasoned second grade bond. The extent of this disadvantage is convincingly shown by a comparison of the yield basis on which new securities of public utility corporations have been offered between Jan. 1, 1919, and May 15, 1920. A study of the yield afforded by the principal representative offerings of public utility securities to the public, of \$1,000,000 or over, in

### More for Your Money

The only way you can get more for your money than you could a few years ago is to purchase good securities. Some of the best railroad, government and corporation bonds yield from 7% up. There are obvious opportunities which should be taken advantage of by those who have large or small funds immediately available.

Write for Investment Suggestions No. AK-2

### A. B. Leach & Co., Inc.

Investment Securities  
62 Cedar Street, New York  
105 S. La Salle St., Chicago

Boston Philadelphia Buffalo Minneapolis Cleveland Baltimore

the period above mentioned was found to be as follows:

**COST OF MONEY TO PUBLIC UTILITY CORPORATIONS, EXCLUDING MARKETING PROFIT TO UNDERWRITERS.**

Date.	Yield.
Jan. 1, 1919, to July 1, 1919.....	6.86%
July 1, 1919, to Dec. 1, 1919.....	6.90%
January, 1920 .....	7.10%
February, 1920 .....	7.11%
March, 1920 .....	7.59%
April, 1920 .....	7.62%
May, 1920 .....	7.83%

When the cost of money to a public utility property is specifically considered at the present time it must be realized that the cost of money to industry in general does not necessarily determine its cost to a public utility corporation. The total capital fund available for investment at any time is not in active competition for all types of investment. Capital is controlled by various individuals and moves only in accordance with their preferences and prejudices. Psychological forces pay a very prominent part in the cost of money to industry. Very often the actual security behind a given investment proves to be of less im-

portance than is the popular opinion regarding the security held by a large group of investors. In other words, the attitude of the investing public toward a given type of investment often becomes the dominant factor controlling the price of money in that field. And at present it is quite obvious, from the abnormally high price that public utility corporations have been compelled to pay for capital recently, that investments of this type are rather generally considered as less desirable than many other classes of investments. There are two factors that seem to have been dominant in producing this situation.

First, public utilities, because of their special and privileged position in the past, took, in some cases, undue advantage of this position. The result was that thousands of small investors lost heavily in investments of this type. In other cases some few public utilities abused their semi-monopolistic position and charged an excessive price for their services. Public opinion finally revolted and there was enacted various restrictive legislation which so limited the control of public utilities over the selling price of their services as to place them entirely at the mercy of various rate making bodies. Each of these two forces has had its

period of ascendancy, and as a result most public utility properties in the United States are in difficult financial straits. They are hampered by restrictive legislation and are suffering from what amounts in many instances to a financial boycott on the part of the investing public.

Our problem today is to meet the existing situation. The abuses and prejudices of the past must be overcome. Public confidence in our public utilities must be restored. The service they render is a necessity. This service is, in a large measure, fundamental to the proper development of industry as a whole. To attempt to punish all utility corporations for the sins of a few corporations in the past is not only folly but may result in a national calamity. Public utilities can be punished only at the expense of the general public. The survey covering the investment field for public utility securities has clearly shown how serious the situation is at the present time. Every effort should be made to improve conditions lest the public be denied those services and facilities to which it is entitled. No improvement in this regard can be expected until public utility properties afford as attractive a field for capital investment as that offered in other forms of business enterprise.

## Full Foreign Trade Effort Waits on Reparation Commission

*Financing Must be Done by the Public, Bankers Feel, and, Until Financial Atmosphere Is Cleared and Business Brought Back to Normal, No Effective Pressure Can be Brought on Investors*  
*Here—Preliminary Work Is Already Under Way*

FOR some months now very little has been heard about America's effort in the contest for world trade. A year or so ago we were all talking about the probabilities and the possibilities of our reaching out into new markets, and of the supposed assurance of our ability to hold those the World War had forced upon us. But, within the last six months, the situation has changed considerably and, instead of the general eye being turned outward, a succession of somewhat unusual domestic occurrences has turned it inward. So far as the popular idea goes, most of us no longer think in terms of world trade, but in terms of domestic business—what prices for home consumption are to be and how the supply of things we make and use ourselves is to be kept up.

There are a few men, however, who have maintained their early enthusiasm for world trade conquest, and these few have been going ahead studying the subject and doing their utmost to establish amicable relations which later they hope to translate into profitable relations with foreign trade interests. And more than a few manufacturers, unobserved by the general public and working along lines which no longer bring to them the publicity which was their portion a time back, have been pounding away at the game.

Every index, with one notable exception, would seem to point to the single conclusion that we, as a people, are no longer concerned with markets beyond our own borders. The exception is the monthly display of export figures compiled by the Department of Commerce, and this, surprising as it may be to many, shows that our export business is holding up remarkably well, considering that none of the grandiose credit extension schemes talked of last year has come to realization, and that the foreign exchange market still stands at levels which make foreign purchasing here almost prohibitive.

The truth of this matter is that Europe still wants a good many of the things we produce—needs them very badly and is willing to pay almost any price, and a good many American manufacturers are selling to this trade though whether they can continue doing so indefinitely or not is still an

open question. Sales in the last twelve months have been large and, at the moment, there is no visible sign of a letup.

### INCREASED DESPITE OBSTACLES

The foreign trade has developed along odd lines. It has, to an extent, accomplished the impossible and overcome the insurmountable. A year ago, when a number of elaborate and ambitious plans for credit extension were being discussed, it was generally believed that, unless one of these should be adopted and prove practical, our exports would fall off very sharply and at once. The greatest of these schemes, both in contemplated scope and in the personnel of those who were behind it, was the so-called Davison Plan, which, in its rough outlines—it never got much beyond that so far as the public was made aware—called for an amalgamation of financial and industrial participants for the extension of credits and the forwarding of goods. There were others a-plenty, but nothing very startling ever came of any of them.

The leading bankers and some of the leading industrial and commercial people did a lot of propaganda work, but the public response was apathetic, and after a while the matter was dropped. Refunding of the debts Europe owed us proceeded for a time, but none too successfully, and such business of this sort as was done was arranged only at extremely high prices. There was no appetite for foreign bonds and, in fact, for a long time, there was no appetite for bonds of any kind. When the railroads started putting out their high-coupon ten and fifteen year equipment securities, and the public jumped for them, there was some surprise in banking circles, and hopes grew that the turn had come. But comparatively few foreign issues were brought along.

The European countries themselves, through their leading statesmen, did much to damp the ardor of the American public. Stories were sent here telling how England was coming back into her old supremacy and was granting all sorts of credits to Continental countries. The Continental countries worked out a plan of barter, and we were told that they could get along without us.

Then came a succession of domestic events which took up all the popular interest. Railroad strikes came along; steel industry strikes and a lot of others. The cost of living, which had been going up rapidly, began to crack and, if people thought of foreign trade at all, it was to hope that it would hold off long enough to allow of sufficient accumulation of goods here to break prices further. The indications for a time were that it would.

But our foreign trade has not diminished. The Department of Commerce shows in its returns of exports for the first six months of the current year a total of \$4,248,171,892, compared with \$4,057,421,751 exported in the first six months of 1919. In the last half of 1919 there was some falling off. The total for those months was \$3,863,004,239, a

falling off from the preceding six months of nearly \$200,000,000, and that was supposed, when the figures were given out, to mark the beginning of the end. But in the last six months not only has all of that loss been regained, but very nearly as much more has been added to our exports. The total, in fact, constitutes a new high record for a half-year's exports.

The contention is made, and with some warrant, that our great volume of exports has not been as well diversified as it might have been. It is said that Europe, and the rest of the world, too, needs more of some classes of goods than it is getting, and less of some others which are being sent out in quantity. That, if true, is partly a matter for the other countries to settle for themselves, for Americans do not send goods out to be thrown away; they sell them to people who pay—promptly or otherwise.

When it comes to the matter of sending out goods which should have been kept home and to that of exporting goods at a less price than is charged for the same articles in home markets, there is, of course, reason for some complaint, and there should be some form of regulation if it is possible. But most of these cases exist only in the imaginations of demagogues.

### TO DIRECT DEVELOPMENT

But, aside from all these secondary matters, the fact remains that our export trade is large, the largest ever, and is showing no sign of falling off. Neither the slowness of organization for comprehensive credit extension nor the unfavorable state of the foreign exchange market has stopped it. It is going ahead and promises to continue. It is going ahead more or less haphazardly, but going ahead rapidly.

Now, there are men who think it should be developed along scientific lines. They feel that it could be made a real and lasting business, and they profess to see in present methods dangers which may become very real and very embarrassing if not checked up and corrected. Some few of these

Continued on Page 223

### Obtain High Yields While You Can

Present short term financing holds rare opportunities for investors.

We offer you a security which embodies, besides a high return, unusual safety and singularly attractive conversion privileges.

Ask for Circular T.A.-34

**H. M. Byllesby & Co.**

111 Broadway, New York  
Chicago Providence Boston

### NEVADA SILVER SECURITIES

Offer unusual opportunity for immediate investment.  
Geologic Reports, Maps and Data furnished upon request.

Send for Circular "A"

**WM. CHEADLE BORCHERS**

Bonds and Investments  
608-10 Trust and Savings Building  
LOS ANGELES, CALIFORNIA



## Sees No Decrease in Building Costs in Near Future

**Construction May be Undertaken Without Fear of Any Material Drop After Work Is Completed, or a Falling Off in Demand for Many Years to Come Declares Building Authority After a Careful Analysis of the Situation**

The following survey of the present situation in the building industry and the prospects for the future was prepared by H. H. Fox, Vice President of the Turner Construction Company of this city. After a general analysis of the conditions governing the material markets, labor and transportation, it is the opinion of Mr. Fox that construction can be undertaken without fear of any material drop in building costs for several years.

**A**BOUT May 1 there was a falling off in the demand for new buildings and there were some cancellations of contracts and some stoppage of work on buildings already under construction. The probable causes of this situation seem to be as follows:

1. High estimates of the cost of new buildings.
2. Uncertainty in the minds of owners, particularly on the following points:

- (a) Will the actual cost of a new building be within the estimate, or will a situation prevail such as prevailed during the Fall of 1919 and the Winter of 1920, in which, owing to strikes, not only in the building trades but in the steel, coal and railroad industries, costs in general exceeded estimates?
- (b) Will it be possible to complete a building within a reasonable length of time in view of the shortage of materials and the congestion of the railroads?
- (c) Will it be possible to build a building a year or two hence for materially less than it would cost now?
- (d) Will a sufficient demand for manufactured goods exist during the next few years so that a manufacturer can hope to earn a fair return on an investment made in a building at the present time?
- (e) Will a sufficient supply of labor exist and will this labor work with efficiency so that a manufacturer can hope to operate a new plant to advantage?

3. High money rates.
4. Politics.

There is no doubt whatever that the estimated costs of buildings today are higher than they have ever been. It is a fact, however, that building costs have not risen as much in the last five years as commodity prices.

Taking up the points in order under Cause 2:

(a) The most important factor in considering this question is the railroad situation. Supplies of the principal building materials, namely, steel, cement and lumber, exist at the points of origin, but on account of the car shortage (which amounts to more than 100,000 cars contrasted with a surplus a year ago of more than 300,000) these supplies cannot be moved away as fast as they can be manufactured. With the present demand for cars for the shipment of coal, and the demand which will develop in the Fall for the shipment of grain, it is difficult to see how this situation can be overcome in the immediate future. However, the promised increase in wages for railroad employees and the expected freight rate increases, which will enable the railroads to improve their equipment, should mark the beginning of a lasting improvement in this situation.

### LESS LABOR TROUBLE

There is an actual shortage of clay products such as brick and hollow tile, as these require considerable coal for their manufacture and the requisite coal cannot be obtained. This is another result of the car shortage.

One result of this situation has been to stop or slow down work on many projects and consequently throw many workmen out of work. This has created a surplus instead of a shortage of labor and should tend to increase the efficiency of labor. In several industries which we have investigated it has had exactly this effect. It would seem, there-

fore, that for the next few months labor troubles will be less frequent.

The major difficulty, therefore, is one of transportation rather than of materials or labor, and the situation is one which will affect the time of completion of a building more than the cost, although costs will be increased by increased freight rates, by the cost of expediting rail shipments and to some extent by general inefficiency resulting from inability to have materials at the work when needed.

(b) Owing to the railroad situation it is impossible for a contractor at the present time to guarantee a date of completion of a large building. It is nevertheless a fact that many operations, both large and small, are at present under way and are being completed within a reasonable time.

(c) In view of the enormous increase of money in circulation (\$56 per capita today against \$35 per capita in 1914), increased credit facilities due to the Federal Reserve System, making money easier to get and therefore easier to spend; high prices, shortage of raw materials, and inefficiency of labor in foreign countries which will prevent foreign competition from being a vital factor for some time, it seems unreasonable to hope for a rapid drop in the general price level.

Regarding the demand for buildings, a table was published in The Financial Chronicle of Feb. 14 giving the money value of building permits issued in the principal cities of the United States from 1906 to 1919. The figure for 1906 was about \$805,000,000 and for 1919 \$1,498,000,000.

### BUILDING COSTS

Both 1906 and 1912 were years of good business, and according to The Chronicle's figures the increase in building permits between those two years (disregarding the fact that several small cities are included in the 1912 table which were not in the 1906 table) was about 30 per cent. If this is considered a normal increase for a period of six years, the building permits issued in 1919 would normally have been about \$1,400,000,000. This figure, however, is based on prices prevailing between 1906 and 1912. Based on 1919 prices the normal amount of building permits in 1919 would have been about \$2,900,000,000.

If we correct the figures from 1912 to 1919 so that they are on the same cost basis and show the quantity of building done instead of the cost, we find that the building work done between 1912 and 1919 was short of normal requirements by the following amounts:

1913.....	\$50,000,000
1914.....	160,000,000
1915.....	150,000,000
1916.....	160,000,000
1917.....	730,000,000
1918.....	1,050,000,000
1919.....	600,000,000
Total .....	\$2,900,000,000

This figure is still based on the 1912 cost standard. Based on present day cost it would be more than \$7,000,000,000, representing more than two years' normal building construction.

A further factor tending to increase the demand for buildings at the present time is the reduction in working hours which has taken place in many industries, necessitating a corresponding increase in working space if goods are to be produced in the same quantity. In the face of this condition it is hard to see how there can be any material decrease in the cost of buildings for many years excepting as these costs may be reduced by a drop in the general price level.

(d) It is difficult to obtain figures on quantities of goods manufactured. Figures on basic commodities, however, are easily obtainable, and it is reasonable to suppose that the amount of manufactured goods must fluctuate with the amount of basic commodities produced.

The Irving National Bank published a booklet in May, 1920, entitled "Problem of Prices" in which was shown the "Federal Reserve Bank curve of production in the United States of ten basic products." With production in the year 1900 taken as 100 per cent., production in 1912 is shown as 160 per cent. and production in 1918 as

195 per cent. This indicates that in the years 1912 to 1918 approximately the same ratio of increase was maintained as in the years 1900 to 1912. In 1919, however, the production decreased to 182 per cent. The production in 1919 was, therefore, below normal requirements, and if we take into account the fact that during the war years a large part of the basic commodities produced were used up in the war, there is undoubtedly at the present day a considerable shortage to be made up.

### LABOR EFFICIENCY

Contrast this condition to the one which prevailed just previous to the 1907 panic. In 1906 the production of wheat was larger than in any previous year with the exception of 1901. In 1906 the production of corn was greater than in any previous year. In 1906 the production of cotton was greater than in any previous year, with the exception of 1904. In both 1906 and 1907 the production of pig iron was greater than in any previous year. In 1906 the production of copper was greater than in any previous year.

The condition as to production of commodities today is so radically different from conditions which have preceded periods of depression in the past that it is difficult to believe that any falling off in demand for goods of all kinds can continue for more than a short period.

(e) There are already indications that the efficiency of labor is increasing. We know of specific instances in which manufacturers have laid off part of their working force without decreasing the quantity of their product. The railroad situation has caused enforced idleness in many industries so that workmen can no longer show the indifference which unfortunately has prevailed during the past year and still be sure of holding their jobs. Immigration is increasing. There are good grounds for hope that in the immediate future employers will be less troubled with shortage and inefficiency of labor than during the past year.

**HIGH MONEY RATES**—These are due largely to the fact that owing to high prices about two and a half times as much money is required to finance a given undertaking as formerly was the case, and also to the enormous volume of new securities issued (on top of the Liberty bond issues about \$3,700,000,000 of new securities were issued in the twelve months ended April 30, 1920, against a previous yearly maximum of \$2,300,000,000 in 1912). High money rates compared with the old standards are likely to continue for several years, although there should be some relaxation after the railroad situation is straightened out and the crops are moved. Equipment bonds of first-class railroads running for ten years or more have recently been sold on a 7 per cent. basis. The United States Government has announced an issue of Treasury certificates maturing in one year and carrying 6 per cent. interest, a rate which has not been paid by the Government since 1867. It may be inferred that our Treasury Department and railroads which are in a position to secure the best financial advice would not be borrowing at these rates for such long periods if any radical decrease in money rates were in prospect.

### BUILDERS' PROSPECTS

One conclusion from this is that a prospective builder should know where his money is coming from before he starts building, and another conclusion is that business activity is going to continue, for money rates are a reflection of business activity.

**POLITICS**—Much as we may have been chagrined during the past year at the failure of our legisla-

**Your Prospective Customers**  
are listed in our Catalog of 99% guaranteed Mailing Lists. It also contains vital suggestions how to advertise and sell profitably by mail. Counts and prices given on 9000 different national Lists, covering all classes; for instance, Farmers, Woodie Mfrs., Hardware Dealers, Zinc Mines, etc. This valuable reference book free. Write for it.

**Send Them Sales Letters**  
You can produce sales or inquiries with personal letters. Many concerns all over U. S. are profitably using Sales Letters. We write. Send for free instructive booklet, "Value of Sales Letters."

**Ross-Gould**  
Mailing Lists St. Louis

**GROUP INSURANCE**  
THE GREAT MODERN WELFARE MEASURE FOR EMPLOYERS  
**THE EQUITABLE LIFE ASSURANCE**  
**SOCIETY OF THE UNITED STATES**

tive and executive departments to co-operate, and much as we may wish to see the international position of the United States clearly defined, the fact remains that it is entirely possible that no bills will be introduced in Washington during the next four years of such vital importance to the purely material interests of the country as the Federal Reserve law and the Railroad law which are already safely on the statute books. Individual initiative and the law of supply and demand will have a greater effect on business than will legislative activities.

CONCLUSION—The shortage in buildings today

is so great that it cannot be corrected for many years, and for this reason it is not probable that there will be any material decrease in the cost of building.

If the railroad wage award to be handed down by the Railroad Labor Board imbues in the railroad employes a desire to hold their jobs, and if the fact that jobs are not as easy to pick up as they have been makes them realize that they must work a little harder in order to hold them, the railroad situation should begin to straighten out. The increased freight rates to be agreed upon by the Interstate Commerce Commission will enable

the railroads to prepare a budget and place orders for equipment. In time the car shortage will be turned into a surplus and the abnormal amount of credit now tied up on goods in transit will be released.

The prospective builder must be prepared for some delay in the completion of work ordered in the immediate future; but he can, nevertheless, in our opinion, undertake construction work without fear either that there will be a sharp drop in building costs after his work is completed, or that there will be a material falling off in the demand for his products.

## Wall Street Sees Disagreement Among Financial Officials

Continued from Page 196

random which had been prepared by Pierre Jay, Federal Reserve Agent at the New York Federal Reserve Bank. In this reply the Federal Reserve officials pointed out plainly and clearly that the charge of usury against banks which charge more than 6 per cent. on demand collateral loans cannot be borne out by the facts. They went even further; they defended and explained the call money market. So the ground which Mr. Williams now seeks to traverse is ground which already has been gone over.

### CHEAP CREDIT OR DEAR CREDIT

But this will not end the matter unless all signs are misleading. The contest between the "cheap credit" and the "dear credit" factions promises to continue. Oddly enough, both factions are seeking to accomplish the same end. Both are aiming at a reduction in the cost of living; the "cheap credit" advocates on the theory that by making money and credit cheap an abundant production will be encouraged, more goods will be produced and commodity prices brought down, while the "dear credit" exponents argue that, by keeping money and credit cheap, the purchasing power of money and credit will be kept small and commodity prices will remain up, if they do not, in fact, go even higher. Also, the latter element contends that by holding down the cost of credit there will be a too great use of it, the supplies will become exhausted and a very dangerous situation brought about, possibly one which will not be corrected until a disastrous and far-reaching panic has been experienced. It may with propriety be stated here that most economists and probably an overwhelming majority of responsible and experienced bankers favor the latter as opposed to the champions of cheap credit. In doing so they are merely taking the position dictated by experience and history.

To return to the latest attack on New York banks by Mr. Williams. That official, according to the dispatches from the national capital quoting him, has charged that New York banks have been charging "scandalous and usurious rates of interest on call money loans," and in a more temperate vein he has intimated that commercial paper rates which have obtained in the New York market for virtually the last year also have been such as to warrant the condemnation of the law.

As for the charge of "scandalous rates" on call money loans, that is a matter of opinion; it cannot be defined under the law. But as for usury, that charge collapses immediately the New York State law in the matter is examined. In the National Bank act it is provided that national banks are to be guided in the rates of interest they charge by the laws of the States in which they are operating. When the specific State has no established rate of interest national banks are to be limited to 7 per cent. The act says: "When no rate is fixed by the laws of the State . . . the bank (national bank) . . . may charge a rate not exceeding 7 per cent. . . ." Of course the old argument might be raised here that the State of New York fixes no rate for demand collateral loans, and hence the 7 per cent. rate of the National Bank act applies. But lawyers believe this clause of the National Bank act means that national banks are to be guided by the State laws in the same manner in which State banks and trust companies are, in which case national banks in New York would be permitted to charge any rate agreeable to both parties to the transaction.

The New York State law is very specific. Section 115 of the New York banking law says: "Upon advances of money repayable on demand to an amount not less than \$5,000 made upon warehouse receipts, bills of lading, certificates of stock, certificates of deposit, bills of exchange, bonds or other negotiable instruments, pledged as collateral security for such repayment, any bank may receive or contract to receive and collect as compensation for making such advances any sum which may be

agreed upon by the parties to such transaction." Section 201 of the banking law, which is identical in language with Section 115, extends the privileges to trust companies, and Section 379 of the general business law of the State provides for the same arrangements. Thus there can be little question of the legality of high rates for demand collateral loans.

In the matter of rates of interest in excess of 6 per cent. on loans other than demand collateral loans, the law, both State and national, was explained in a recent article in THE ANNALIST. Loans by banks to corporations may be legally made at any rate agreeable to both parties, while loans to individuals and partnerships by banks may be made at a rate of interest exceeding 6 per cent., but in such cases the borrowers may sue within two years, and, if the case is established, the borrower is exempted from the payment of interest, if the payment has not been made, and to damages of twice the amount of the interest if the payment has been made. A claim of this sort must be established to warrant collection of damages, and the claim must be substantiated within two years; after two years it becomes outlawed. So a corporation cannot plead usury and an individual or a co-partnership—as has been pointed out, perhaps somewhat cynically—would not be apt to if the individual or co-partnership cared to maintain a line of credit, and brought usury charges at a time when money really had a worth in excess of the 6 per cent. limit, as is now the case. In other words, these latter cases would be governed by a "rule of reason," even if not entirely according to the wording of the law.

### A CHARGE HARD TO ACCEPT

It is in the matter of the so-called usury on demand loans that most of the attacks, both by Mr. Williams and by Senator Owen, have been directed. Senator Owen has charged that, because of the high rates which banks may obtain in the local call money market, they are sending their loanable funds here, and, accordingly, withholding bank accommodation from their own logical clients. Possibly there is something in the charge, but if the word of competent critics is to be taken, the practice thus described is not a very extensive one, and if it were it would defeat its own ends, for the borrowers on demand do not of their own accord pay high rates for what they borrow. The call money market is as susceptible to the laws of supply and demand as any other market, and if too much money were to be sent here rates would fall. If only a small part were sent here, so as to maintain the high call rates, the banks would have a surplus, and unless they employed it by lending to other customers, they would not profit so greatly in the aggregate, for they would have a lot of idle money on their hands which would be returning them nothing.

The New York call money market does not attract money from legitimate commercial enterprise; what it gets is only a small part of the nation's loanable funds. There is something like \$30,000,000 of lendable funds; the New York call money market today probably is using less than \$1,000,000,000 of this. As for attracting money away from commerce, Pierre Jay, in the memorandum he prepared for Senator Owen, to be submitted to the Senate, had to say on this point:

"In the matter of the supply or attraction of funds to the call money market there is generally a definite and well-understood obligation on the part of banks to accommodate first their own commercial clients, so that it is only the excess of loanable funds which they may have from time to time that is available for the collateral call money market or for the purchase of commercial paper in the open market. This excess of loanable funds available for employment in the securities market varies, therefore, according to the commercial requirements of the country. It has long been recognized

that, for assurance of a sufficient amount of money to finance the volume of business in securities, reliance cannot be placed on a rate of interest limited to the rates which obtain or are permitted in commercial transactions whose prior claim on banking accommodations is universally conceded."

Again, he says: "In former times, and specifically prior to the institution of the Federal Reserve system, bankers, especially in reserve centres, were accustomed to look upon call loans as their principal secondary reserves on the theory that, inasmuch as these loans were payable on demand, funds so invested could always be promptly obtained on short notice to meet withdrawals of deposits or for other uses. In these circumstances there was ordinarily available for collateral call loans a supply of funds sufficient for ordinary market requirements and at low rates, although at times the rates rose to high levels as the supply of funds diminished or the demands increased."

### NO LONGER SECONDARY RESERVE

"This attitude of the banks toward call loans as their chief secondary reserve has been greatly modified by two causes. The first was the closing of the Stock Exchange at the outbreak of the European war in the Summer of 1914, when it became practically impossible to realize on call loans secured by investment securities, which became, therefore, 'frozen loans.' This resulted in a more or less permanent prejudice against dependence upon call loans as secondary reserve. The second and more important factor was the creation of the Federal Reserve system. Under the terms of the Federal Reserve act provision is made for the rediscount of commercial paper, but the rediscount of loans for the purpose of carrying investment securities other than United States Government obligations is excluded. Consequently, in order to maintain maximum liquidity, with suitable provision for secondary reserves that can be immediately availed of, banks, including foreign agency banks, now invest a greater proportion of their resources that can be realized upon at the Federal Reserve banks."

"Another changed factor in the present situation grows out of the fact that the war and post-war conditions have rendered unavailable supplies of money which formerly came from foreign banks. Since the Summer of 1914, while total banking resources have largely increased, the volume of bank money available for the securities market at low or normal rates has not increased proportionately, but, on the contrary, has probably decreased. All of these circumstances explain in some measure the increased rates which have often been required during the last year for money loaned in the securities market."

Mr. Jay also pointed out that the securities market now is forced to place greater reliance on call money than ever before. He estimated that in pre-war years about 60 per cent. of the funds used were obtained on call and 40 per cent. on time loans, while now the ratio is about 75 per cent. and 25 per cent. There are others who believe the spread to be even wider, with some holding that the securities market is now obtaining less than 10 per cent. of its required funds on time collateral loans.

The reason for this development is obvious. There is no point for banks to lend on time collateral loans, for such loans are the least liquid they may make. They can lend on call and get the money the next day, and for the employment of the more stable funds they may purchase commercial paper, which they may carry to maturity, but which may be realized upon, if necessity should require, at the Reserve Banks. And so Wall Street is compelled to bid for more call money, and the bidding tends to force rates up and hold them up.

It is not known, of course, what Mr. Williams's investigation will disclose. But, under the circumstances, both legal and economic, it is a very difficult matter to see how the charge of "usury" is to be made to apply.



# Make National Trade Mark Pledge of Honest Dealing

*Safe-Guarded by Proper Conditions Commissioner Colver Believes the Symbol Would Command the Support of the Business World—How the Objections May Be Overcome—Two Years*

## Operation of the Export Trade Act Reviewed

TWO objections to the adoption of a national trade mark have been emphasized in recent discussions. First, it is held that untrade marked goods would be placed upon an equality with goods of known merit, and, second, that the good-will embodied in private trade marks would be lessened thereby.

Taking up the subject in his address before the Summer School of Pan American and Foreign Commerce at Washington William B. Colver of the Federal Trade Commission said:

"It appears that, unless these objections can be cured, such legislation will not be helpful to American business in the markets of the world. But it seems equally certain that if these objections can be met a national trade mark may be made of the greatest aid and value to American business in the markets of the world.

"If the Congress shall authorize merely a design or symbol which may be placed indiscriminately upon anything of any kind of quality that is placed upon a ship for sale abroad, then it would seem that that trade mark might work incalculable harm, and especially harmed would be those concerns which, under private trade marks, have built up through the process of quality goods and fair dealing that greatest of all assets in business, in individual life and in national life—deserved good-will.

"But if the national trade mark shall be not the substance but the symbol, and if the substance behind the symbol shall be the pledge of the nation and the pledge of the conscientious manufacturer and the scrupulously honest trader, then that trade mark will be raised to the dignity of being the seal of the national honor, and will command respect, which means good-will, in the utmost markets of the world.

"Suppose as a condition and in return for the privilege to use a national trade mark the exporter were required on pain of having the use taken from him to specify by sample exactly what grade and quality his article was intended to be. Suppose that a delivery not up to sample, or a delivery under misrepresentation of any sort, should be sufficient cause for deprivation of the use of the national trade mark. Then the presence of the national trade mark upon an exported article would be the guarantee that it was exactly the article which was purported to be sold, and that the terms and conditions of the sale were exactly as had been represented. Conversely, the absence of the national trade mark would serve as a sign and a warning that such goods did not represent the best traditions of American manufacture, nor the circumstances of their sale represent that fair dealing with which alone the United States can maintain permanently that high and honorable position in the world commerce which it deserves.

"Viewed thus it would appear that the national trade mark movement is one which may well enlist the hearty co-operation of the business world. Certainly the financial institutions which will be called upon to furnish credit facilities for export and import transactions would be greatly aided by such a device."

### FOREIGN TRADE COMBINATIONS

Mr. Colver also reviewed the operation of the Export Trade act, which has now been in force a little more than two years, and under which there are now operating 44 associations comprising nearly 1,000 concerns distributed over 43 States.

"The law went into operation just after the anniversary of this country's entrance into the World War," said Mr. Colver, "so that its trial has been solely under war conditions or post-war conditions, which are nearly if not entirely as distressing and difficult as regards foreign trade.

"During the whole time of the operation of this law the foreign trade of the United States has been beset by economic difficulties of all sorts. Credits, exchange and transportation, both on sea and on land, have been in such a state of disorder as to tend to retard the growth and activities of export associations operating under the new law. So, too, there have been interferences by way of embargoes. In spite of all these things and many other abnormal conditions, some of them worldwide, the Export Trade act has been demonstrated by the associations which have been formed under it to be a

decidedly useful instrument in promoting the progress of this country in foreign commerce.

"One of the traditional criticisms of the American exporter has been that he tended to take a flier in a foreign market, and to count the success of the venture upon the immediate profit or loss of the single transaction; to enter a market unceremoniously and leave it abruptly. This procedure did not make for the building up of that good-will, the steady growth of which through the years is the firm foundation upon which real extension in export trade and healthy, steady profit year after year may rest. The export trade associations formed under the Export Trade act have not shown themselves to be following this theory or practice in commerce. On the contrary, by virtue of the pooling of expenses and perhaps the pooling of patience and courage, we find them entering a market after careful and scientific study and examination, and, having entered, we find them prepared as to financial resource and as to resolution to remain until they shall have conquered any difficulties, prejudices or obstacles which they may find across their path.

### CRITICISM SILENCED

"Under the Webb-Pomerene law it is permitted that two or more American concerns may associate themselves for a joint adventure into the export trade. They may pool their goods. They may sell at a common price mutually agreed upon. They may have a common purse for expenses. They may agree upon business practices, and, finally, they may share pro rata in the gain or loss of the adventure. All without violation of any of the laws of the United States which seek to prevent combinations, monopoly, restraints of trade, lessening of competition or the like—all with the proviso that such association's activities be limited strictly and solely to export trade.

"In the beginning considerable criticism not based on understanding was directed against this law by foreign countries. These criticisms are not now being renewed to any great extent. They become less and less frequent as the aims, the theory and the practice of the law have come to be better understood abroad, and perhaps, also, since it is coming to be accepted that the administration of the law is being marked with unusual care.

"The associations thus far operating in the foreign trade themselves have done much to silence criticism, for the reason that their conduct has been such that during the whole time of the operation of the law there has not been a single complaint made by foreign customers against any of these associations. A course of conduct as carefully chosen as that—with nearly half a hundred associations actively engaged in foreign trade and in a period of two years and during a time of interrupted communications and of great difficulty in the foreign trade—means permanence in foreign trade built on good-will. It means repeat orders; it means volume of business; decreasing overhead; increasing profits.

"Stated in the baldest and most extreme terms, the first and commonest criticism was that the Webb-Pomerene law would permit great American combinations of capital to sail under a black flag, and, freed from all restraining laws, invade and pillage the foreign markets at will. Believing this to be true, it is not to be wondered at that our neighbors regarded the enactment of the law with apprehension. But that apprehension was ill-founded.

### AID TO SMALL CONCERNS

"In the first place, the greater units in American business engaged in transactions of large volume and with fully organized export trade departments had no need of the law, and have not brought themselves under its operation. On the contrary, smaller American business concerns are now able by virtue of the law to associate themselves together, and to bring a degree of competition in the foreign market and to the foreign customers of the United States which they cannot bring in the domestic market. Whereas, before the passage of the law many remote markets could only be reached by the largest American concerns, with little or no competition resulting, it is now possible for smaller concerns by uniting their resources to project

against their larger competitors a degree of competition which they are not able to bring to bear within the United States.

"Another and even more important consideration, which at first entirely escaped the attention of our foreign critics, or perhaps if noticed was viewed with skepticism, is that through the agency of the Federal Trade Commission the Export Trade act invokes and extends to all transactions in foreign trade all the domestic protection and safeguards against unfair methods of competition and unfair trade practices generally. Thus the United States has taken the lead among the nations of the world in an extension of its highest ideals to govern its foreign commerce.

"The enactment of the law in 1918 was fortunate as to time for the reason that in foreign countries the number and size of trade combinations has grown very rapidly in recent years, and through these combinations our foreign competitors have been able to exert a degree of aggressiveness and energy which has tended to offset the difficulties of war times and reconstruction times, and which, with the return to normal, would have been a menace to our foreign trade and an obstacle to its extension."

## "America's Opportunity"

THE campaign that was carried on early in the year by the Chamber of Commerce of the United States and the American Bankers' Association for a proper financing of America's export trade has been renewed in a booklet entitled "America's Opportunity," issued by the Mechanics and Metals' National Bank of the City of New York. The immediate necessity is urged for extensive long-term credits out of which payments for American merchandise exports may be made.

The bank recommends a more serious consideration than has thus far been given to the opportunities afforded by the Edge Export Finance act, which became a law last Winter and which permits the sale of long-term securities in this country based upon foreign commercial obligations. In discussing the financial problems involved the bank says:

"Those who advocate loans to support our exports in the present emergency do not imply a continuing and indefinite balancing of our trade out of the proceeds of securities.

"Our present abnormal export balance will fall off gradually in any case, and ultimately an actual import balance in our trade relations is a strong possibility. Europe's urgent needs, the result of years of war, must eventually decline, not only as they are filled by goods from us, but as idle people return to production. As industry gets on its feet again Europe will be in much less imperative need of merchandise from the United States, and will be able to increase its exports to the rest of the world.

"It is in the interest of both sides that the debtor countries of Europe shall ultimately have a favorable trade balance, for that is the only condition under which they can meet their obligations. We shall gain trade permanently as other nations gain in purchasing power and not by supplanting rivals. The people of Europe have turned to America for aid in helping them to help themselves. They are asking that America extend them credit so that they may buy goods and the raw materials to restore themselves to vigor and peace. They are asking that America maintain the great promise with which she entered the war."

THE Guaranty Trust Company of New York has opened a temporary office in the exhibition grounds at Antwerp, Belgium, where the "Fete d'Anvers" is to be held in conjunction with the seventh Olympic Games. This office, which is designed to be of special service to American visitors during the Olympic season, will be in direct charge of the Brussels office of the company.

ACCORDING to a cable just received by the Mercantile Bank of the Americas from Buenos Aires, its new affiliate in Argentina, the Banco Mercantil y Agrícola de Buenos Aires, will open on or about Sept. 1.

# Forces Swaying Stocks and Bonds

## Stocks

**D**ECREASED interest in the stock market of the last week was attributable to uncertainty surrounding the Russo-Polish situation. Business was on a greatly reduced scale, and the price movements in the fore part of the week were irregular. Rails continued to display a firm undertone, although at times there was selling of the issues which have recently enjoyed substantial advances. The shares in the steel group developed an underlying strength which did much to stabilize the general list in the latter part of the session. Early in the week there were reports that the banks had called additional stock market loans, and call money ruled between 6 and 7 per cent. Interest in the market was confined almost entirely to the professionals, who found it less profitable to bear stocks than in the preceding week. Recoveries on Friday and Saturday were attributed in part to a desire on the part of traders to get out of the market over the weekend. Staying short of stocks over Saturday and Sunday had proved profitable in preceding weeks, but all of the news last week was not bearish, and there was a considerable easing of commitments apparent in the Saturday short session.

**Alams Express Loses 2 1/4**—Selling in small volume by timid holders who were uncertain as to what increases would be allowed in rates, as well as profit-taking sales on a small scale, served to depress the stock.

**Advance Rumely Gains 3 1/2**—The recovery was considered as normal after the decline that occurred in the preceding week.

**Ajax Rubber Advances 2 1/4**—Earnings of the company are at a high rate, according to official announcement.

**American Banknote Up 1**—Persistent buying from good sources, but on a small scale, served to bring about the advance.

**American Beet Sugar Off 1 1/4**—Reports indicate a good yield of sugar beets. Prices for raw sugar again declined.

**American Bosch Magneto Gains 2 1/2**—The stock was well taken after the preceding decline, and the bulge was attributed in part to short covering.

**American Brake Shoe and Foundry Up 1**—On a nominal turnover the issue recovered all of its losses in the preceding week. The outlook for equipment business is favorable.

**American Car and Foundry Gains 1 1/2**—Railroads are expected to place large orders for new equipment this year, and the company will share in such business.

**American Cotton Oil Advances 1 1/2**—The stock apparently declined to a point where it was considered in line with other non-dividend-paying issues.

**American Express Off 6**—Some timid holders sold stock when the outlook for increased rates for the express companies was uncertain. The American is enjoying a prosperous banking business.

**American Hide and Leather Gains 1/4**—After a long-drawn-out period of liquidation and continued bear raiding the issue turned toward higher ground.

**American International Advances 4 1/2**—The recovery in the stock was natural following the liquidation when stock market loans were generally called by the banks.

**American Linseed Up 4**—At the close of the week there was a sharp bulge in the stock when it was reported that control of the company had passed to new interests.

**American Sugar Loses 3 1/2**—There was further selling pressure exerted against the stock when Cuban raw sugar suffered another decline.

**American Sumatra Tobacco Gains 3 1/2**—The company reported substantial improvement in earnings in the second 1920 quarter.

**American Woolen Advances 2**—The recovery was due partly to the belief that the company will soon resume operations on a large scale.

**Anaconda Up 1 1/2**—The coppers have declined persistently for some time, and the stock seemed a bargain at lower levels.

**Associated Dry Goods Loses 1 1/4**—Continued uncertainty in the textile trade was reflected in the action of the issue.

**Atlantic, Gulf and West Indies Off 1**—Further softening of ocean freight rates was a depressing factor.

**Baldwin Locomotive Gains 1/2**—The turn came when it appeared that Poland and the Bolsheviks would agree upon armistice terms.

**Barrett Company Gains 1**—After moving over a nine-point range the shares recovered rapidly when it was stated that the big chemical merger involving other big concerns would soon go through.

**Bethlehem Steel B Up 1 1/2**—Continued improvement of general conditions in the steel industry contributed to the advance.

**California Packing Gains 2 1/4**—The outlook for the canned goods demand during the Fall and Winter was reported improved.

**California Petroleum Up 1 1/2**—Pressure which had been exerted against the oils as a group was removed in certain instances and recoveries were natural.

**Canadian Pacific Gains 3/4**—Railroad rate increases were announced at the end of the week by the Dominion Government and followed closely those allowed in the United States.

**Central Leather Advances 1 1/4**—The stock very apparently was oversold, and the advance was attributable to short covering as well as to interests which bought heavily at the low levels.

**Chandler Motors Up 2 1/4**—Shorts were nipped in this stock, which had been hammered to 79 1/2, a new low for the year.

**Chicago & Northwestern Gains 1 1/2**—Prospects for bumper crops was a contributing factor in the advance.

**Chicago, Rock Island & Pacific Off 1**—This speculative favorite was subject to pressure by the professionals.

**Columbia Gas and Electric Up 1 1/4**—A substantial increase in the company's production of gas-line was reported.

**Consolidated Cigar Gains 2**—The earnings report of the company was considered as favorable.

**Corn Products Advances 2 1/4**—Pressure against the issue was suddenly withdrawn, and a substantial recovery from the preceding decline was recorded. The company is reported to be doing a good business.

**Crucible Steel Gains 4 1/2**—The company estimates 1920 gross sales to total \$65,000,000, a big increase over the preceding year.

**Delaware & Hudson Up 2 1/4**—The stock is getting back into line as a 9 per cent. dividend payer.

**Delaware, Lackawanna & Western Loses 8 1/2**—Uncertainty regarding a segregation of the company's coal and railroad properties resulted in the release of some long stock.

**Dome Mines Up 1 1/4**—The stock became active when it was reported that Canadian excess profits taxes might be decreased.

**Endicott-Johnson Advances 6 1/2**—Accumulation by new interests seemed to develop on a fairly moderate scale.

**Fisk Rubber Tire Up 1 1/4**—After touching a new low at 25 1/2, offerings were easily absorbed, and it looked as if the stock was being supported.

**General Chemical Gains 6 1/4**—There were reports that the big chemical merger would soon be announced.

**Haskell & Barker Advances 3**—When professional pressure was withdrawn the stock rebounded easily. The outlook for new business is considered good.

**Houston Oil Gains 6 1/4**—It looked as if the big interests which have been reported buying the stock had entered the market after the break.

**Invincible Oil Up 1 1/4**—The recovery in the stock was to be expected when bears turned their attention to other issues.

**Keystone Tire Off 2 1/4**—The decline was attributed in part to the continued break in the raw rubber markets.

**Lackawanna Steel Gains 2**—In 1919 the company earned \$19 a share on the stock, as compared with \$15.18 in the preceding year. Earnings this year are said to be satisfactory.

**Louisville & Nashville Up 2 1/4**—This 7 per cent. dividend payer is getting back into line.

**Maxwell Motors Declines 2 1/4**—The necessity for additional financing to complete the merger with Chalmers contributed to the decline.

**Mexican Petroleum Gains 3 1/2**—Earnings of the

## Bonds

**T**RADING in bonds on the Exchange last week was active, but the volume of business transacted was rather small. Liberty bonds and Victory notes did not lower their values to any great extent until Friday, when some of the issues established new lows for the week. The railroad group was quite lively throughout the week, but prices generally ruled very irregular, which was also true of the industrial section. Traction and public utility bonds were more or less dull and did not vary much in price. Notwithstanding the European political and military situation, the foreign Government obligations did well, although not especially active, and prices, with the exception of one or two issues, were without any material change. Aside from new offerings during the week of \$3,674,000 Jersey City, N. J., 5 1/2 and 6 per cent. twenty and a half year average water bonds, at prices yielding 5.25 to 5.85 per cent., according to maturity, and \$600,000 Cleveland, Ohio, 5 1/2 per cent. fifty-year bonds at a price yielding 5.25 per cent., the municipal market was unusually quiet most of the week.

New corporation and public utility financing amounted to only approximately \$8,500,000, and included \$5,000,000 ten-year 8 per cent. convertible sinking fund gold notes of the National Cloak and Suit Company, at 100 and interest; \$2,000,000 five-year 8 per cent. secured gold notes of the Southwestern Power and Light Company at 98 and interest, yielding 8 1/2 per cent., and \$1,500,000 first mortgage 7 per cent. serial gold bonds of the Mobile Cotton Mills, due \$150,000 annually on Feb. 15 from 1921 to 1930 inclusive, at prices to net 8 per cent., according to maturity.

**Liberty Bonds Continue at Low Levels**—Compared with other weeks the Liberty loans were rather quiet. The 3 1/2s, however, displayed quite a little activity at times and sold down from a high of 90.94, reached on Monday, to 90.26 the latter part of the week. Among the other usually active issues, which presented the smallest turnover last week recorded for some time past, the second 4 1/2s declined from 84.74 to 84.28, moving up later to 84.34; the third 4 1/2s from 88.66 to 88, with a recovery to 88.06, and the fourth 4 1/2s from 85.18 to 84.64, advancing later to 84.78. The Victory 4 1/2s fluctuated between 95.52 and 95.74, and the Victory 3 1/2s between 95.52 and 95.72.

**Rails Continue Irregular**—The railroad group probably features the bond market as regards activity, and while prices generally were very irregular, at no time did the changes exceed much over a point. For instance, Atchison, Topeka & Santa Fé general 4s early moved up almost a point to 76, later declined to 75, and then advanced to around 75 1/2. Baltimore & Ohio convertible 4 1/2s on Mon-

Continued on Following Page

Continued on Page 222



Barometric curves not shown on chart above.

The entire service includes forecasts for:

- (1) Minor Movements of stock prices.
- (2) Major Movements of stock prices.

- (3) Major Movements of bonds prices.
- (4) Major Movements of general business.

Analyses of Market Position of active stocks to be used by you in making your selections for buying and selling on short and long swings. Publication by mail—Daily, Weekly, Monthly. Telegraphic service where desired.

Prices of Complete Service \$6 per month

A trial for one month will demonstrate its value.

**N. Y. BUREAU OF BUSINESS RESEARCH, INC.,**  
1416 BROADWAY  
NEW YORK, N. Y.

## Minor Movements Forecasted

Not by guesses but by facts

If you do not like to sell short get ready to buy at the bottom.

We guarantee the continuous accuracy and reliability of our work by permitting cancellations at any time.



## Money

THE bank statements at the end of the week made it very clear that the Fall stringency is again in full swing. Money is moving to the interior and the East is feeling the pinch. The New York Federal Reserve Bank made its poorest showing in some months, and the statement of actual condition published by the Clearing House was far from being reassuring, if one cared to go below the surface and analyze it. On the surface it appeared harmless enough, for a more or less normal expansion in loans was offset by a substantial contraction in demand deposits.

The Federal Reserve Bank reported a ratio of cash reserves to combined note and deposit liabilities of 38.8 per cent., a full 1 per cent. under the figure of the preceding week, and a reserve of gold and legal against deposits, after providing the requisite gold cover against outstanding Federal Reserve notes, of 37.3 per cent., which compared with a corresponding reserve of 39.5 per cent. the week before. This brings the Reserve Bank down very close to the legal reserve minimum. If reserves were now being computed as formerly they were, which is to say if the legal and whatever gold were necessary to protect deposits were first set aside, with the balance of the bank's gold set against outstanding Federal Reserve notes, the reserve on Saturday would have been only 41.8 per cent., which is 1.8 per cent. above the legal limit prescribed in the act.

This is the weakest reserve position to be shown since the end of March, when the Reserve Bank was just working out of the woods. There was a sharp improvement in position after March, with the combined ratio getting up to 43.1 on April 23, but since then there has been no further improvement—as indeed there was no technical or legal reason why there should be—and in recent weeks, especially within the past fortnight, there has been a marked weakening.

This weakening of the reserve percentage was accompanied by other developments of similar nature, developments, in fact, which contributed to the falling reserve. Total cash reserves were decreased by \$16,085,000, which was due almost entirely to a loss of \$21,351,000 in the gold settlement. This latter loss was in the face of the paying off by other Federal Reserve Banks of \$16,893,000 of their indebtedness with the local institution. This would seem to indicate a very substantial flow of funds toward the interior.

Again, member banks increased their borrowings at the Reserve Bank by \$60,854,000, of which \$17,028,000 was on Government obligations and \$43,826,000 on commercial paper. But despite this huge increase the loans of the associated banks, in the Clearing House actual exhibit, increased only \$10,365,000. Where the associated banks lost heavily was in demand deposits in the actual, which were down \$40,937,000. Ordinarily, loans and demand deposits in the Clearing House banks move in harmony with one another, and that they did not do so this past week, but moved very much in opposition, seems to indicate further withdrawals, also, in all probability, by the interior.

Still other items in the week-end bank displays to reflect the present strain were those of cash holdings by member banks and the item "bills payable, rediscounts, acceptances and other liabilities" published in the Clearing House statement. The total of member banks' cash held in vaults declined \$2,092,000, to \$88,391,000, which is, with one exception, the smallest total reported this year. The bills payable item increased, on the other hand, \$48,901,000, to \$1,157,805,000, the largest total reported since the banks began the incorporation of this item in their weekly statement more than a year ago.

The situation thus disclosed may be—in fact is—seasonal. It is the usual thing for the East to "carry the load" in the Fall, while the crops are

getting to market. Since the institution of the Federal Reserve system this Fall strain has not been so acute, relatively speaking, and there have been many in local financial circles who have hoped, and claimed to expect, that it would be of less consequence than the conservatives have been insisting it would be. But if the bank statements of Saturday have any significance at all, and it seems only logical to assume they have, it is evident that this year is going to see a very marked stringency.

Those who are optimistically inclined have been talking of the "liquidation of inventories" as the panacea of the credit situation. Beyond doubt there has been some very heroic liquidation of inventories, and doubtless there will be more, and by the same token this liquidation has released a good deal of credit which otherwise would still be "frozen." Also, the further liquidation which it is natural to expect will accomplish more progress of this kind, and it may turn out that there will be no really depressing stringency.

Continuing the optimistic vein, if France sends the \$50,000,000 gold which it is rumored she will send over in part payment of the Anglo-French loan, there will be further help to the credit situation, for this gold will certainly find its way into the Federal Reserve Banks, thereby augmenting the credit-extending potentialities. And to whatever gold the French Government sends we may expect additions from the Transvaal offerings in the London open market, for, aside from the occasional purchases for Indian account, American bidders appear to have the London market pretty much to themselves.

However, it is not evident that the Federal Reserve Board is going to permit the pyramiding of new gold arrivals into credit at the Reserve Banks. On the contrary, there is a belief, apparently well founded, that the board will do just the opposite, unless, of course, the "cheap money" advocates at Washington win a notable and totally unlooked-for victory in their present attacks on all interest rates. If the board, through the managements of the several Reserve Banks, adhere to their present policy of arresting expansion, and ultimately of forcing contraction, the new gold will not form the basis for any further expansion of credit, and if that is the case, then there is going to be real tightness of money from now on, probably to the end of the year, if not for a longer period.

Referring to specific rates for money, the call money market gave the quietest and most orderly performance it had presented since the end of May. The renewal was arranged every day at 7 per cent., and on every day, with the exception of Wednesday, the rate eased to 6 per cent. for new loans in the afternoon. The Wednesday afternoon rate was 6½ per cent., with the closing on that day at the same figure. This was the first time that a fractional rate had obtained in more than a year, although on one or two occasions loans had been reported on the Stock Exchange at fractional rates.

## Stocks

Continued from Preceding Page

company continue at the rate of \$20 a share in the current year.

**National Aniline and Chemical Preferred Up 4¼**—The proximity of conclusion of the big chemical company merger stiffened the stock.

**Pan American Petroleum Gains 2½**—The advance was in sympathy with that in Mexican Petroleum, its strong subsidiary.

**Pennsylvania Gains ¼**—This old-line investment issue has appreciated in market value steadily since the announcement of increased rates for the railroads.

**Pittsburgh Coal Gains ¾**—The outlook for continued high prices for coal was a factor in the movement.

**Replote Steel Advances 2¼**—This sensitive specialty, which is very closely held, moved over a wide range, and the late recovery was attributed to short covering in part.

**Royal Dutch New York Shares Gains 4¼**—Reports that Roxana Petroleum, a subsidiary, is extending operations rapidly were bullish factors.

**Santa Cecilia Sugar Loses 2**—The decline was attributable to the further break in the price for raw sugar.

**Standard Oil of New Jersey Gains 39**—Announcement of a probable 200 per cent. dividend to stockholders of the New York company was interpreted as the forerunner of similar action by other companies in the group.

**United States Rubber Advances 3¼**—United States Rubber paying 8 per cent. was considered cheap at 80, despite uncertainties in the rubber markets.

**United States Steel Gains 1½**—Continued reports from the steel industry of heavier tonnages and almost capacity work were reflected in the action of this usual market leader. The stock sold at 80, a new low for more than two years, and the recovery to 85½ at the close was rapid.

## Stocks—Transactions—Bonds

## STOCKS, SHARES

Week Ended August 14.

	1920	1919	1918
Monday ....	1,000,151	908,590	442,137
Tuesday ....	492,324	759,953	380,920
Wednesday ..	463,258	939,896	367,675
Thursday ....	407,775	974,185	272,673
Friday .....	370,501	717,840	174,450
Saturday ....	126,160	Ex. closed	98,546
Total week ..	2,860,169	4,300,464	1,736,401
Year to date ..	143,316,400½	188,493,360	85,063,091

## BONDS, PAR VALUE

	1920	1919	1918
Monday ....	\$8,113,800	\$9,443,250	\$5,768,000
Tuesday ....	9,571,000	11,058,200	6,178,000
Wednesday ..	10,966,250	11,567,350	5,736,000
Thursday ....	9,025,800	11,881,500	5,524,000
Friday .....	7,466,100	12,130,200	5,224,500
Saturday ....	3,715,500	Ex. closed	2,828,500
Total week ..	\$48,858,450	\$56,080,500	\$31,259,000
Year to date ..	2,346,501,650	2,007,612,980	951,072,000

In detail the bond dealings compare as follows with the corresponding week last year:

	Aug. 14, '20	Aug. 16, '19	Changes
Corporations ..	\$10,025,000	\$7,133,000	+ \$2,892,000
Liberty .....	35,582,950	46,737,000	- 11,154,000
Foreign .....	3,104,500	2,134,000	+ 970,500
State .....	124,000	1,000	+ 123,000
N. Y. City....	22,000	75,000	- 53,000
Total all....	\$48,858,450	\$56,080,000	- \$7,221,500

## Stocks—Averages—Bonds

## TWENTY-FIVE RAILROADS

	High.	Low.	Last.	Net Same Day	Ch'ge. Last Yr.
Aug. 9.....	53.92	52.65	53.35	-1.01	60.90
Aug. 10.....	53.78	53.18	53.41	+ .03	61.02
Aug. 11.....	54.22	53.62	53.90	+ .52	60.64
Aug. 12.....	53.99	53.41	53.74	- .19	59.91
Aug. 13.....	54.51	53.75	54.23	+ .40	59.82
Aug. 14.....	54.58	54.22	54.25	+ .03	Ex. cl's'd

## TWENTY-FIVE INDUSTRIALS

	High.	Low.	Last.	Net Same Day	Ch'ge. Last Yr.
Aug. 9.....	100.51	97.43	99.45	-1.64	108.57
Aug. 10.....	100.42	98.99	99.56	+ .11	100.91
Aug. 11.....	102.29	100.29	101.66	+2.10	100.31
Aug. 12.....	102.53	100.83	101.65	- .01	107.55
Aug. 13.....	103.26	101.90	103.00	+1.44	106.89
Aug. 14.....	103.77	103.00	103.22	+ .33	Ex. cl's'd

## COMBINED AVERAGE—FIFTY STOCKS

	High.	Low.	Last.	Net Same Day	Ch'ge. Last Yr.
Aug. 9.....	77.21	75.04	76.41	-1.33	84.73
Aug. 10.....	77.10	76.08	76.48	+ .07	85.46
Aug. 11.....	78.25	76.95	77.79	+1.31	84.97
Aug. 12.....	78.26	77.12	77.00	- .10	83.73
Aug. 13.....	78.88	77.67	78.06	+ .97	83.35
Aug. 14.....	79.17	78.65	78.73	+ .07	Ex. cl's'd

## Bonds—Forty Issues

	Close.	Net	Same Day
Aug. 9.....	67.43	- .17	75.89
Aug. 10.....	67.34	- .00	75.78
Aug. 11.....	67.30	+ .02	75.68
Aug. 12.....	67.30	- .06	75.57
Aug. 13.....	67.21	- .09	75.30
Aug. 14.....	67.14	- .07	Ex. closed

## STOCKS—YEARLY HIGHS AND LOWS—BONDS

—50 STOCKS.—			—40 BONDS.—		
High.	Low.		High.	Low.	
*1920..94.07 Apr.	75.04 Aug.		72.51 Jan.	65.57 May	
1919..99.59 Nov.	69.73 Jan.		79.05 June	71.05 Dec.	
1918..80.16 Nov.	64.12 Jan.		82.36 Nov.	75.05 Sep.	
1917..90.46 Jan.	57.43 Dec.		89.48 Jan.	74.24 Dec.	
1916..101.51 Nov.	80.91 Apr.		89.48 Nov.	86.19 Apr.	
1915..94.13 Oct.	58.99 Feb.		87.62 Nov.	81.51 Jan.	
1914..73.30 Jan.	57.41 July		89.42 Feb.	81.42 Dec.	
1913..79.10 Jan.	63.09 June		92.31 Jan.	85.45 Dec.	
1912..85.83 Sep.	75.24 Feb.				
1911..84.41 June	69.57 Sep.				

\*To date.

## CUBA

## Information About

## CUBA

Financial Situation—  
Business Conditions  
Contained in Our

## Monthly Letter

Copy Sent on Request

Banco  
Internacional

MERCADERES Y TENIENTE REY

Head Office: Havana, Cuba

104 Branches

Correspondents throughout the World.

## COLORADO



## DENVER NATIONAL BANK

Denver, Resources \$28,000,000. Colorado.  
"Constructive Service."  
We publish a monthly analytical review of existing conditions in Colorado, Wyoming and New Mexico, covering Agriculture, Industry and Mining.  
Mailed complimentary upon application.

# The Annalist Barometer of Business Conditions

WHEN general business is as irregular and "spotty" as it has been in the last two months, there is a tendency to overemphasize the unfavorable aspects of the situation at the expense of lines in which fair activity continues. The great decline of textile manufacturing since June 1, for example, has, probably, been used too forcefully as a barometer of the whole producing and distributing organization of the country. The facts show that the woolen, silk and parts of the cotton trades have been, and still are, greatly depressed in comparison with the rushing pressure of output and orders in the Spring. While there were last week renewals of operation in certain mill work, lately discontinued, no information has come to show that manufacturers are preparing to reopen leading units in New England. The same situation exists in the large textile centres of England and on the Continent, while the textile depression of Japan seems to be no nearer relief than in May.

But textiles form only one important department of industrial endeavor. There are steadying influences at work elsewhere. The steel industry stands out as a bulwark of forward-looking activity, the plants not only being engaged at as high a basis of capacity as receipts of raw materials and fuel permit but also making plans for an expansion of effort next year. Who knows but what the steel and iron trades are reflecting a gradual growth of industry before the end of 1920, when stocks of goods shall have been reduced to a point where distributors will be impelled into the market on a growing scale? As the prospect of railroad purchases of steel is the primary buoying influence in the steel trade, so, it may be reasoned, the product of railroad purchases in terms of additional facilities for transporting goods will increase industrial employment and urge the consumption of materials of many forms.

As for the present, business remains uncertain of its course. The banks stand firmly committed to a contraction of loans wherever results may be obtained, and, with the crop moving season getting well under way, it is not likely that any real easing of credit can be looked for in the next few weeks. It may be said, however, that the exertions of bankers, assisted by Federal Reserve officials, has brought the banking situation forward into a position of greater strength than was expected two months ago, and it looks as though the crops will be financed without making necessary any material use of the Reserve system's reserve credit supplies. If it is found possible to get through the Autumn months without expanding the credit structure and, in fact, to the accompaniment of an actual reduction of credit, there will be reason to look for an easier situation respecting business working capital in the Winter.

The July crop report contained important figures respecting yields and their natural effect upon sales of goods. Spring wheat received some injury during the month from rust and unfavorable weather, but a generous prospect for corn, the indicated yield being in excess of 3,000,000,000 bushels, goes far to offset a shrinkage from June expectations in the full wheat crop. The agricultural communities are not, however, spending their incomes in advance. Retail goods' sales in the Northwest were reported rather moderate last week, with more activity showing in the Southwest. A slackening of automobile orders seems to indicate that farmers and merchants, among others, are inclined to hold back from new purchases until they are able to size up their profits in the Autumn period.

It is noticeable that talk of a Winter fuel famine is quieting down, due in part to steady production at most mining centres and to improved distribution. The railroads have made progress in clearing away terminal congestion and car allocations are helping out what appeared to be a grave situation a month ago. The building trades continue under the handicap of restricted supplies; it has long been impossible to get a firm quotation for certain building materials. Reports to Bradstreet's from

135 cities in July show building permits valued at \$102,342,933, against \$121,395,345 in June and \$120,130,991 in July of last year.

## Iron and Steel

SOME interesting shifts in the distribution of steel products came to light last week. The automobile trade, as a whole, is not taking supplies of sheets, bars, &c., on the scale of a month ago, but this has not proved embarrassing to steel producers because they have been able to switch a round amount of the tonnage over to manufacturers of farming implements and tools, other machinery makers also getting a share. These consumers were, of course, being supplied with much steel before, but the auto companies had been forehanded, pre-empting a vast amount of mill space last Winter, with the result that shortages existed for consumers in other lines.

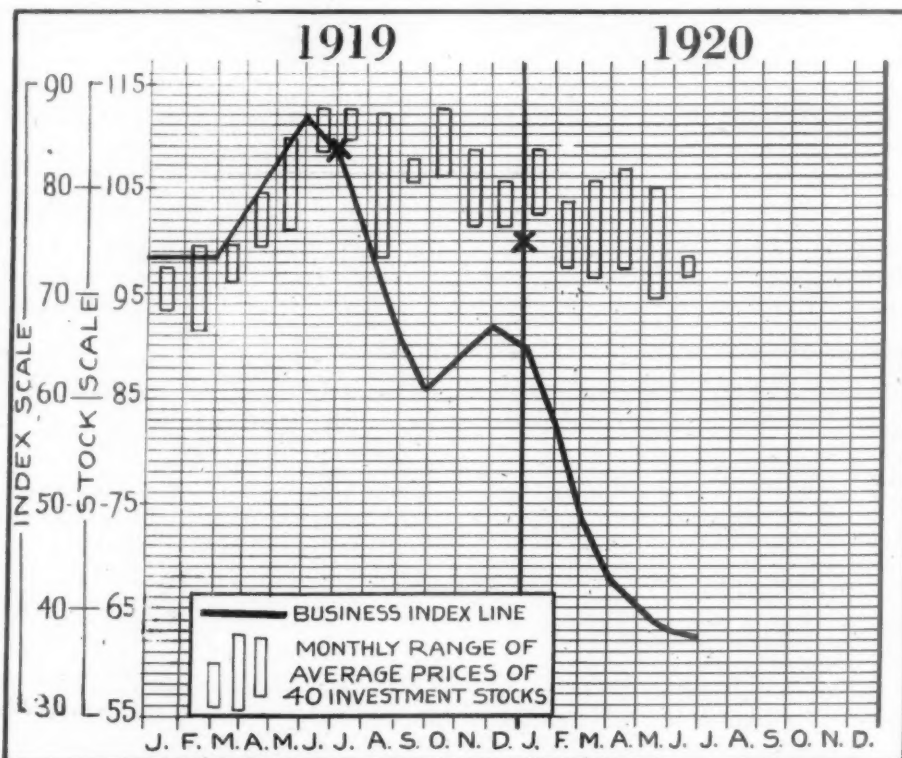
The sound position of the steel trade continues to be a steadying influence for industry as a whole. Gradually railroad buying is becoming a stimulating factor in the market, including rails and cars, but more particularly new parts for the repair of existing equipment. Railroad purchases are especially welcome to steel mills at this time for the double reason that the business itself is of the sort for which the producing companies made particular preparation in past years and because

through increases of railroad equipment, whether new or repaired, the distribution of steel and raw material to general consumers can be speeded up.

The Steel Corporation had 11,118,000 tons of unfilled orders on its books as of July 31, which means about eight months' capacity operations. The increase of 135,000 tons in bookings during the month represented a fair expansion in actual new contracts, but evidently resulted to a greater extent from retarded shipments of finished goods. The railroad situation at the leading steel-making centres has improved somewhat in the last fortnight, but the record of ingot production in July shows that handicaps upon the assembly of materials and fuel had an appreciable effect in holding production down. The estimated total of ingots made throughout the country was 3,297,000 tons, compared with 3,548,000 tons in June, according to The Iron Age, which meant that the daily average in July was about 10,000 tons less than in the preceding month.

In considering production records in the Summer allowance must be made for the effect of warm weather. It is possible that, even with freer movements of cars, the August output will not be as substantial as during the early months of the year, when production was at a record rate, promising 42,000,000 tons for the year. From all that can be determined from the current state of the in-

## Business Index Line



May Index Number: 38.7.

June Index Number: 37.4, a decline of 3.36 per cent.

THE outlook is for a decline in business activity. If the index line proves as accurate in the present as it has been in the past no forecast of a sustained upward trend of stock market average prices can be confirmed before next October, and there is no indication that such a forward movement will begin even then. Since business is recognized to lag from six to ten months behind the movements of the stock market, the indications are that business will fall off for the rest of the year and through next Spring.

An upward turn of the line may come, of course, with the July index number, and this would constitute, potentially, the beginning of a forecast of a forward movement in the stock market. To complete the forecast it would be necessary for the August index number to reach a figure more than 108 per cent. of the July number and more than 110 per cent. of the June number, with the September figure showing a continued gain to a point more than 110 per cent. of the August number.

In referring to the business index line it should be kept in mind that it was designed to forecast the beginning and end of long-continued movements, whether of rising or falling security prices and increasing or decreasing business activity. To attempt to read from it any indication of the intermediate fluctuations is to ask of it more than it was designed to furnish. In other words, neither security prices nor business activity should be expected to follow the movements of the index line. Either and both may rise while the line is falling, although, over a sufficiently long period, both will be found to follow the same general trend as the index line.

Acknowledgment is made to Professor Warren M. Persons, editor of the Statistical Service of the Harvard University Committee on Economic Research, for his courtesy in supplying to THE ANNALIST corrected figures for the monthly data on which the index is based. The chart has been prepared, however, according to a method entirely different from that employed by Professor Persons in his use of the data.



dustry there will be need for all the steel which the mills can make in the remainder of the year, and the fact that company managers are looking ahead to activity in 1921 is disclosed in canvasses now being made of price schedules for deliveries in the far future. A great proportion of the railroad orders now being filed, and others to come in the next few months, cannot be reached until the first quarter of next year. This should be borne in mind by followers of railroad developments, for the point has been emphasized by equipment makers and railroad men that new equipment contracts are not filled immediately. Besides the inflowing domestic orders, the car and locomotive makers have sizable foreign contracts on hand.

The matter of steel prices, whether they are to be higher after the new freight rates go into effect or remain at present levels, has not been definitely decided upon by manufacturers. The leading unit is likely to hold quotations as near to current levels as possible. The others are expected to feel out the market carefully before making any changes, for action will be avoided that would tend to scare buyers away. There is no expectation that wages will be lower for a long time to come, and many plants are still bereft of full working forces, although the slowing down of certain other industries in steel-making territory has brought about scattered surpluses of labor.

### Foreign Exchange

THE foreign exchange market fluctuated a good deal last week, but not quite so much as in the preceding week. In the early days rates were pronouncedly weak, but later they recovered rather well and finished with no great net changes. Sterling, of course, was again the dominating feature, and interest in Continentals was more or less nominal, except as price changes were studied for their possible reflection of foreign events.

Sterling broke sharply on Monday. As against a closing price of \$3.66½ on the previous Saturday, the rate got down to \$3.60½ on Monday for demand bills on London. This weakness was due almost entirely to the apprehension felt over the Russo-Polish situation, which was emphasized by Lloyd George's announcement that a ten-day truce had been refused by the Soviet Government. Other European rates followed sterling down, and on Monday afternoon there was a very disagreeable state of affairs in the market. A good deal of uneasiness was engendered here, and offerings of bills, both spot and future, were freely made. Also, there was quite a little speculation on the short side, with operators who had been out of the market for some time re-entering it in most aggressive manner.

But after Monday sterling displayed an improving tone. Doubtless the speculation for the fall on Monday had improved the technical position of the market, and on the recovery there was a considerable amount of repurchasing by the Monday short-sellers. The European news appeared better on that day, and there were bids in the market which prevented any substantial downward reactions after the first advance started. By Wednesday London demand was up to \$3.67½, a rate which turned out to be the best of the week, and although on that day the European political developments took a turn for the worse again, the market never got below \$3.64 and finished somewhat above that level.

Publication of the British trade figures for July, a most remarkable document in many respects, tended to offset the very large offerings of grain and cotton bills. These offerings, which started in the previous week, continued last week and were, at most time, in big volume. Monday's weakness, as usual, brought a lot of selling orders into the market, and many of these were not finally executed until during the late days of the week. In this respect, the selling was somewhat out of the ordinary. Usually selling of this kind lasts only while the market is weak, for cancellations have a way of appearing as soon as recovery is

noted. But last week the selling orders, once in, were left in until executed.

From now on it may be expected that grain and cotton bills will be put out in large quantity. The South is preparing to dispose of its sterling and seems determined to get rid of it as soon as possible, while the grain dealers also seem intent upon providing for their Fall requirements at an early date. Thus there is likely to be a steady stream of offerings for some weeks to come. If the market can withstand this pressure without unusual weakness it will be a very good augury for the late Fall, after the pressure is eliminated and the Anglo-French maturity is out of the way.

The British trade statement for July reported imports of \$163,417,000, exports of British products amounting to \$137,451,000 and re-exports totalling \$17,848,000, thus making total exports \$155,299,000. The imports into the United Kingdom were the smallest for any month since November, 1919, and the re-exports also fell off sharply, being the smallest monthly total since that of September of last year. But the exports of British products were the largest ever recorded, and so large, in fact, that, notwithstanding the curtailment in re-exports, they made the total of all exports also the largest the British Board of Trade ever has reported.

The excess of imports over exports shown in this display was only \$25,118,000, which is not only smaller than any similar excess for the entire war period, but also is smaller than many monthly excesses of imports in pre-war years. The excess in December, 1913, for example, was some \$10,000,000 greater than in the month just ended. In June imports exceeded exports by \$34,086,000 and in February of the current year the excess of imports was no less than \$61,946,000. In July, 1919, the excess was \$76,067,000 and in January, 1919, which showed the high total for recent months, the figure was \$82,615,000.

Continental exchanges, for the most part, followed sterling. Followed is used advisedly, for the Continental rates were at times notably slow in following the lead of sterling, both in the early decline and in the subsequent recovery. French francs, which started the week at the low of 14.08, recovered to 13.67 on Wednesday, and thereafter did not fluctuate so greatly. Belgian francs moved up from an early low of 13.02 to a mid-week high of 12.78, while Italian lire broke under 20 to the dollar for the first time since May.

Reports that France had about completed arrangements for taking care of its share of the Anglo-French maturity on Oct. 15 were encouraging. It was said, first, that "all arrangements had been completed," but this turned out to be rather a forecast than a statement of actual accomplishment. From reliable quarters it was learned that the French Government has purchased, or made provision for purchasing, approximately \$40,000,000 worth of the bonds out of remittances already accumulated on this side. It is prepared to send, in round numbers, \$50,000,000 gold, presumably from the stock of the metal held by the Bank of France, and it is anxious to refund upward of half of the French share, or \$125,000,000. It will refund more than this amount if it can be arranged, or it will accept less if that much cannot be made available. The balance, of whatever amount it may turn out to be, will be provided by various means. If no other way can be found, it is assured, the French Government will purchase dollars in the open foreign exchange market. If this operation is necessary on any very large scale it will hardly tend to improve the market position of francs. But this much is evident; the loan is to be met in full at maturity, no matter what methods may be found necessary to accomplish the payment.

### Grain

ERRATIC price movements and trading in the grain markets of last week were traceable directly to conflicting news and other market factors. There was considerable confusion apparent at times and numerous reactions, but prices closed for the week in advance of the opening quotations. Both wheat and corn followed the same general course.

At the beginning of the week uncertainty regarding the developments in the Russo-Polish situation resulted in an initial bidding up of prices. This soon gave way to a decline and short sales when conditions seemed more favorable than had generally been expected. In addition there was

almost a complete cessation of buying for export, as compared with an extraordinarily heavy demand from these sources in the preceding week. Another factor was the improvement shown in the crop reports from various sections of the country.

In some quarters in the trade it was inferred that the drop in export inquiry and purchasing was due not alone to indications that the Poles and the Soviet army approaching Warsaw would soon sign an armistice, but to the desire of the export buyer to see heavier receipts when more grain was forced on the market due to tense money conditions in the interior. It looked also for a time as if the interior would send more grain to market as the result of the calling of loans by banks and their refusal to make further extensions of loans which they had out, except at lower crop valuations and higher rates.

Later unfavorable crop conditions were reported from some localities, and advices from Minneapolis showed that there was an increase in domestic demand in that market. In addition the condition reports on the Canadian crop were highly unfavorable and prices advanced.

In the corn markets the report that the drought had been broken and adequate rains were being enjoyed over a large portion of the belt served to weaken prices, and there was an initial decline. The car situation was reported to have improved somewhat as well, and general expectations were for a better volume of receipts. In addition the Government estimated the crop at 3,003,000,000 bushels, as compared with an estimate in the preceding month of 2,779,000,000 bushels and 2,917,450,000 a year ago. Also the visible supply last week decreased 625,000 bushels, as compared with 556,000 bushels in the corresponding week a year ago. The prices at the closing showed improvement for December, but were lower for December deliveries. Oats declined and closed lower for the week. After a decline in prices rye rallied and closed slightly higher.

### Acceptances

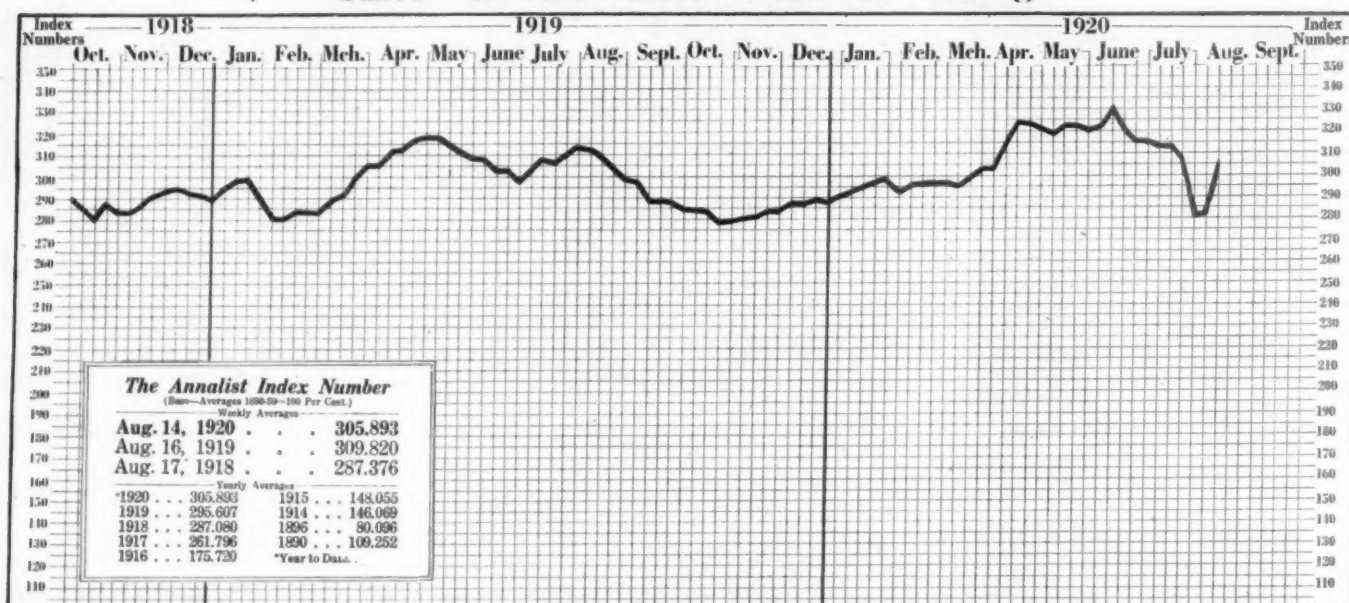
THE dulness of the previous week carried into last week, and was especially marked in the early days. There was still a brisk demand for New York bills, but until Wednesday or Thursday very few of these papers made their appearance in the market. The result was an even greater slowing down than had been seen before, and trading was at virtually a standstill. However, in the closing days more bills came into the market, and business quickened somewhat.

There was no change in rates so far as the general run of business was concerned, although it was reported that one or two of the smaller dealers had cut under the prevailing figure for out-of-town bills. What tends to hold the market up, though, is the fact that although the demand for good New York bills is so insistent, the bidders refuse to lower their figures. If they did, with conditions as they now are, it is doubtful if they would be able to secure any greater supply of acceptances, for the bills simply are not in the market and are not to be had at any figure, except in rare cases.

The great shortage of New York names is rather hard to explain. The banks are not putting out the bills, and, presumably, business is falling off. The scare over the possible treatment of acceptances at the Reserve Bank has died out, but in its place there is another fear: the fear of getting a bank's name on the wrong kind of paper. Since the collapse of the silk market, with its accompanying embarrassments for some large foreign exporting and importing houses, banks hesitate to indorse foreign paper, and domestic paper is not available in sufficient volume to meet the demand.

To a less noticeable extent this also applies to out-of-town bills of the first class. The emissions of the big interior banks have fallen off in quantity and the individual sizes, but because demand lately has been so greatly in favor of New York names, there is a somewhat greater supply of these

## Curve of the Food Cost of Living



An index number is a means of showing fluctuations in the average price of a group of commodities. The Annalist Index Number shows the fluctuations in the average wholesale price of twenty-five food commodities selected and arranged to represent a theoretical family's food budget.

### Financial Transactions

	Last Week.	Same Week Last Year.	Year to Date.	Same Period Last Year.
Sales of stocks, shares.....	2,360,160	4,300,446	13,316,460 <sup>1</sup>	18,893,389
Sales of bonds, par value.....	\$18,858,450	\$56,080,500	\$2,346,501,650	\$2,007,012,289
Average price of 50 stocks.....	High 75.84 Low 75.99	High 88.15 Low 82.92	High 94.07 Low 75.04	High 93.56 Low 69.73
Average price of 40 bonds.....	High 67.43 Low 67.14	High 75.89 Low 65.37	High 72.51 Low 72.07	High 79.05 Low 70.75
Average net yield of ten high-priced bonds.....	5.453%	5.005%	5.427%	4.908%
New security issues.....	\$13,000,000	\$18,150,000	\$1,108,000,000	\$765,289,000
Refunding.....	10,000,000	10,000,000	94,325,210	117,003,000

## POTENTIALS OF PRODUCTIVITY

### The Metal Barometer

	—End of July—		—End of June—	
	1920.	1919.	1920.	1919.
United States Steel orders, tons.....	11,118,468	5,578,061	10,978,817	4,892,855
Daily pig iron capacity, tons.....	98,037	73,340	101,451	70,495
Pig iron production, tons.....	\$3,067,043	*2,428,521	†3,043,540	†2,114,863

\*Month of July. †Month of June.

## Alien Migration

	June, 1920.	May, 1920.	April, 1920.	March, 1920.	Feb., 1920.	Jan., 1920.
Inbound .....	40,715	21,048	36,938	29,008	22,686	23,061
Outbound .....	37,584	21,162	20,169	18,714	24,570	24,320
Balance .....	+12,131	+18,886	+10,769	+10,294	-2,293	+5,222

### Building Permits (Bradstreet's)

July		June		April	
1920.	1919.	1920.	1919.	1920.	1919.
135 Cities.	135 Cities.	148 Cities.	148 Cities.	144 Cities.	144 Cities.
\$103,342,933	\$120,130,991	\$119,493,718	\$119,771,880	\$167,199,376	\$75,970,333

## MEASURES OF BUSINESS ACTIVITY

### Bank Clearings

Entire country estimated from complete returns from cities representing 92.3 per cent. of the total. Percentages show changes from preceding year.			
	The Last Week, P.C.	The Week Before, P.C.	Year to Date, P.C.
1920 .....	\$7,300,000.00-10.2	\$8,277,000.00-6.5	\$285,233,000.00+17.5
1919 .....	8,132,000.00+33.4	8,319,000.00+40.4	242,700,000.00+19.3

### Gross Railroad Earnings

	Third Week in July. 16 Roads.	Second Week in July. 16 Roads.	First Week in July. 13 Roads.	Month of to April 30. 188 Roads.	From Jan. 1 to April 30. 188 Roads.
1920 .....	\$13,230,700	\$13,021,426	\$10,402,544	\$401,604,605	\$1,787,742,361
1919 .....	11,302,650	10,808,089	9,026,900	389,487,271	1,516,004,857
Gain or loss.....	+\$1,928,146 +17.60%	+\$2,213,337 +20.40%	+\$1,375,644 +13.24%	+\$12,117,424 +3.1%	+\$271,647,504 +17.9%

### WEEK'S PRICES OF BASIC COMMODITIES

	Current Minimum Price.	Range 1920. High. Low.	Mean Price 1920.	Mean Price of Other Years.
		1919. 1918.	1919. 1918.	
Copper: Lake, spot, per lb.....	\$0.19	\$0.19% \$0.18%	\$0.19	\$0.1925 \$0.2475
Cotton: Spot, middling upland, lb.....	.3750	.4375 .3750	..	.3625 .3250
Cement: Portland, bbl.....	5.00	5.00	..	..
Hemlock: Base price for 1,000 feet.....	37.00	57.00 48.00	32.50	37.75 32.50
Hides: Packer, No. 1, native, lb.....	.28	.41 .28	.3450	.40 .295
Petroleum: Pennsylvania crude at well, bbl.,	6.10	6.10 5.00	5.55	4.50 3.875
Pig Iron: Bessemer, at Pittsburgh, per ton	48.40	42.90 42.90	38.63	38.63
Rubber: Up river, fine, per lb.....	3.350	4.49 3.350	4.125	.54 .6250
Silk: Japan, Shiohio No. 1, per lb.....	5.80	17.85% 5.40	11.6275	.. ..

### Comparison of Week's Commercial Failures (Dun's)

	Week Ended Aug. 12, 1920.		Week Ended Aug. 14, 1919.		Week Ended Aug. 15, 1918.		Week Ended Aug. 16, 1917.		Week Ended Aug. 17, 1916.	
	To- tal.	Over \$5,000.	To- tal.	Over \$5,000.	To- tal.	Over \$5,000.	To- tal.	Over \$5,000.	To- tal.	Over \$5,000.
East	53	29	42	18	35	21	86	42	121	58
South	43	14	26	7	32	8	73	80	09	2
West	42	24	2	10	25	16	56	22	67	27
Pacific	17	9	23	3	11	11	42	16	52	10
United States	135	76	115	37	153	56	257	144	352	197
Canada	14	3	11	3	11	11	64	35	100	52

### Failures by Month

	July		Seven Months		
	1920.	1919.	1920.	1919.	1918.
Number .....	681	452	4,033	3,895	6,677
Liabilities .....	\$21,908.412	\$5,507.016	\$108,850.288	\$74,917.886	\$97,583.174

## OUR FOREIGN TRADE

	June 1930.	June 1919.	Six Months 1919.	1918.
Exports .....	\$531,600,000	\$928,379,000	\$4,248,755,000	\$4,057,420,000
Imports .....	\$53,069,000	\$92,915,000	2,944,800,000	1,610,508,000
Excess of exports .....	\$85,000,000	\$635,464,000	\$1,303,955,000	\$2,446,912,000

# BAROMETRICS

## The State of Credit

### Foreign and Domestic Exchange Rates

New York funds in Montreal were quoted at from \$140.62½ to \$128.44 premium. The discount in Montreal funds in New York was from \$123.29 to \$113.75. The week's range of exchange on the principal foreign centres last week compared as follows:

Normal Rates of		-Last Week.-		-Prev. Week.-		-Yr. to Date.-		-Same Wk., 1919.	
Ex'ch'ge.	Demand.	High.	Low.	High.	Low.	High.	Low.	High.	Low.
4.8065	-London	3.07%	3.00%	3.72	3.53%	4.06%	3.10	4.31%	4.20%
5.1813	-Paris	13.67	14.08	13.11	14.14	10.74	15.15	7.06	7.87%
5.1813	-Belgium	12.77	13.02	12.82	13.22	5.32	8.04	8.04	.....
5.1813	-Netherlands	15.80	15.88	15.00	15.88	5.46	6.22	5.68	5.71
5.1813	-Italy	19.72	20.04	18.83	19.68	13.20	26.65	8.06%	9.25
40.20	-Holland	33.1875	33.00	34.375	33.00	39.00	33.00	37.25	37.00
19.30	-Greece	12.20	12.00	12.45	12.20	15.15	10.75	19.13	18.90
19.30	-Spain	15.20	14.88	15.28	14.88	19.30	14.88	19.15	19.15
26.80	-Copenhagen	15.30	15.05	15.65	15.15	14.85	14.85	21.90	21.90
26.80	-Stockholm	15.30	15.00	15.35	15.00	22.35	22.15	17.70	24.75
26.80	-Christiania	15.30	15.00	15.75	15.75	20.40	15.00	23.65	23.40
51.44	-Russia	1.85	1.35	1.85	1.60	4.70	1.40	6.40	6.25
48.06	-Bombay	37.25	36.00	37.25	37.00	49.00	36.00	41.00	40.00
48.06	-Calcutta	37.25	36.00	37.25	37.00	49.00	36.00	41.00	40.00
48.06	-Straits Settlements	43.00	44.00	45.00	45.00	.....	.....	.....	.....
78.00	-Hongkong	78.00	78.00	76.00	76.00	10.25	70.00	88.00	85.00
10.832	-Shanghai	17.50	11.60	11.60	11.500	17.000	10.000	13.450	13.550
49.82	-Kobe	10.950	10.850	10.850	10.800	16.700	91.00	12.800	12.700
49.83	-Yokohama	51.25	51.25	51.25	51.25	52.50	47.00	50.50	50.50
50.00	-Manila	51.25	51.25	51.25	51.25	52.50	47.00	50.50	50.50
42.44	-Buenos Aires	47.25	48.25	47.50	47.25	50.00	40.00	40.50	40.50
42.44	-Rio de Janeiro	38.50	38.15	39.375	38.25	43.75	38.15	42.25	42.25
23.85	-Santiago	21.10	20.80	21.15	21.15	29.00	20.80	26.00	25.75
20.26	-Austria	2.10	2.14	2.20	2.15	3.01	1.01	5.80	4.70
23.83	-Poland	.52	.50	.57	.50	.85	.35	2.40	2.20
20.26	-Yugoslavia	.....	.....	.48	.....	.....	.....	.....	.....
20.26	-Czechoslovakia	1.26	1.19	1.34	1.28	.....	.....	.....	.....
19.30	-Belgrade	1.88	1.80	2.25	1.85	.....	.....	.....	.....
19.30	-Finland	4.93	4.25	6.25	5.20	.....	.....	.....	.....
19.30	-Rumania	3.75	2.90	4.50	3.80	.....	.....	.....	.....
19.30	-Rumania	2.26	2.20	2.70	2.24	.....	.....	.....	.....

## Cables.

5.1813-Paris	3.685	3.861	3.72	3.56	4.07%	3.19%	4.32%	4.27
5.1813-Belgium	12.73	14.06	13.09	14.12	10.72	17.13	7.64	7.83%
5.1813-Switzerland	5.94	6.90	5.87	6.20	5.61	17.50	8.00	8.16
5.1813-Holland	22.92	24.08	22.92	19.64	19.64	26.65	8.94%	9.23
40.20-Greece	33.50	33.125	34.30	33.125	39.25	33.125	37.375	37.25
19.30-Spain	12.25	12.05	12.50	12.25	15.235	10.95	19.20	18.96
26.80-Copenhagen	15.23	14.95	15.30	14.95	19.35	14.95	19.20	19.20
26.80-Stockholm	15.40	15.15	15.35	15.25	19.20	14.50	22.10	21.80
26.80-Stockholm	20.80	20.60	21.10	20.45	22.530	17.85	24.55	24.55
1.44-Russia	1.80	1.50	1.80	1.67%	4.60	1.325	6.20	6.05
48.06-Bombay	37.50	36.50	37.50	37.23	49.50	36.50	41.25	40.25
48.06-Calcutta	37.50	36.50	37.50	37.25	49.50	36.50	41.25	40.25
18.06-Strait Settlements	45.75	44.25	45.75	45.75	.....	.....	.....	.....
78.00-Hongkong	78.00	76.00	78.00	76.10	100.00	78.00	83.00	83.10
108.32-Peking	110.00	109.00	110.00	110.00	179.50	109.50	133.75	133.75
108.32-Shanghai	110.00	109.00	109.00	108.25	167.50	91.00	127.25	127.25
49.83-Kobe	51.50	51.50	51.50	51.375	52.75	47.35	50.75	50.75
49.83-Yokohama	51.50	51.50	51.50	51.375	52.75	47.25	50.75	50.75
0.00-Manila	47.50	46.50	47.75	47.50	50.25	46.25	49.75	49.75
42.44-Buenos Aires	38.65	38.30	39.50	38.40	43.50	38.30	42.35	42.35
23.83-Germany	2.20	2.15	2.25	2.15	2.90	2.15	2.90	2.875
23.83-Poland	.45	.43	.50	.45	.....	.....	.....	.....
20.26-Austria	.54	.52	.59	.52	.90	.35	2.52%	2.30
0.26-Yugoslavia	1.28	1.21	1.36	1.30	.....	.....	.....	.....
49.30-Czechoslovakia	1.90	1.85	2.30	1.87	.....	.....	.....	.....
49.30-Hungary	5.00	5.00	5.25	5.25	.....	.....	.....	.....
19.30-Finland	3.90	3.10	4.55	3.90	.....	.....	.....	.....
19.30-Rumania	2.28	2.23	2.75	2.26	.....	.....	.....	.....

### Cost of Money

	Last		Previous		Year to Date.		Same Week	
	Week.		Week.		High.	Low.	1919.	1918.
New York:								
Call loans.....	7	66	8	66	25	6	7	63
Time loans, 60-90 days.....	9	68%	9	68%	10	7	7	66
Six months.....	9	68%	9	68%	10	7	7	66
Commerc. disc'ts, 4-6 mos.....	9		8		8		5%	6

### Foreign Government Securities

	Last Week.	Previous Week.	Year to Date.	Same Week —	
			High. Low.	1919.	1918.
Brit. Con. 2½%.....	46½@40½	46½@40½	51½@45½	52½@51½	50½@50½
British 5%.....	85	84½	94½@94½	94½@94½	..
British 4½%.....	78½@77½	78 @77½	83½@70½	85½@88	..
French rentes (in Paris).....	56½@55½ 50c	58½ 62c@50½ 65c	50½ 20c@50½ 52c	61½ 65c@61½ 60c	61½ 65c@61½ 60c
French War Loan (in Paris).....	87½ 50c	87½ 50c	..	87½ 50c	..

### Bar Gold and Silver

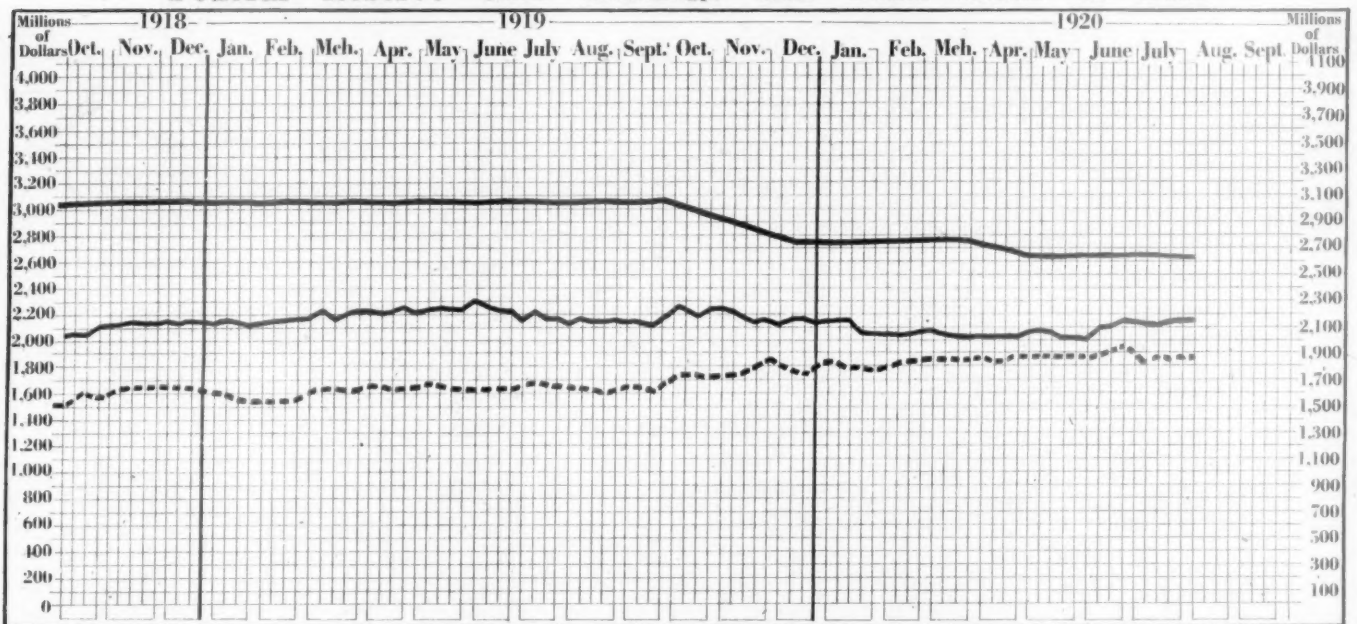
	Last Week.	Prev. Week.	Year to Date.	—Same Week—	
				1919.	1918.
Bar gold in London.	113s 8d@111s 11d	107s 9d	127s 4d@102s 7d	76s 9d	.....
Bar silver in London	59 1/2d@58 1/2d	59 1/2d@56 1/2d	84d@14d	59 1/2d@58 1/2d	48 1/2d@48 1/2d
Bar silver in N. Y....	96 1/2@94 1/2c	95 1/2@92 1/2c	\$1.37@80c	\$1.13@1.12c	96 1/2@90 1/2c

### Average of Wholesale Prices

		Same Week	
	Last Week.	Previous Week.	1919.
Steers, good to choice, live weight.....	15.45	15.325	17.575
Hogs, light and heavy.....	15.70	14.50	22.875
Flour, S. P., per barrel 196 pounds.....	12.875	12.125	12.725
Flour, W. S., per barrel 196 pounds.....	11.825	12.00	11.65
Cotations, white, per 100 pounds.....	4.725	2.15	8.550
Beef, native sides, per pound.....	21	20.50	1.20
Mutton, dressed, per pound.....	14	17	16



## Federal Reserve Gold Holdings and Total Stock of Gold



The space between the base line and the broken line represents the cash reserves required, that between the broken line and the light line the excess reserves, or free gold, and the whole space between the base line and the heavy line represents the total stock of gold. The supply is computed monthly, so that the record can never be brought to the date of publication. The chart records the last figures published.

Week Ended Saturday, Aug. 14					Bank Clearings					By Telegraph to The Annalist				
Last Week					Last Week					Last Week				
Central Reserve cities	1920.	1919.	1920.	1919.	Other cities.	1920.	1919.	1920.	1919.	1920.	1919.	1920.	1919.	Year to Date
New York	\$4,080,500,892	\$4,568,624,891	\$157,169,293,166	\$139,250,080,135	Baltimore	\$97,583,474	\$89,369,353	\$3,052,904,876	\$2,629,143,939					
Chicago	509,439,065	608,769,098	20,872,865,068	17,924,618,069	Buffalo	45,923,878	39,725,393	1,449,134,826	965,994,970					
St. Louis	154,038,941	174,282,368	5,394,528,520	4,065,707,611	Cincinnati	67,951,576	69,453,903	4,292,001,004	1,906,197,772					
Total, 3 C. R. cities	\$4,833,978,928	\$5,351,673,357	\$183,436,686,784	\$161,180,405,815	Columbus	16,112,509	14,089,390	499,551,000	465,988,100					
Increase		\$9.0%		13.8%	Denver	20,424,674	22,022,757	631,670,188	684,792,627					
Other Federal Reserve cities:					Indianapolis	20,880,000	18,718,000	739,791,000	491,632,215					
Boston	\$334,893,326	\$350,067,349	\$12,303,172,518	\$10,082,617,651	Los Angeles	78,288,000	44,101,000	2,420,286,000	1,396,352,900					
Cleveland	131,718,419	115,527,947	3,965,353,178	3,195,198,754	Louisville	28,399,134	16,843,031	749,568,011	615,494,648					
Kansas City	228,917,118	272,969,091	7,827,185,939	6,501,502,900	Pittsburgh	164,197,218	137,136,741	5,369,110,218	4,375,210,547					
Minneapolis	73,096,048	44,467,329	2,207,266,188	1,256,318,155	Providence	12,549,900	11,480,400	464,851,018	342,721,200					
Richmond	51,355,000	55,131,000	1,002,467,000	1,659,895,591	St. Paul	39,043,170	18,192,699	858,890,071	561,272,405					
San Francisco	153,000,000	161,551,558	5,014,182,000	4,056,751,181	Seattle	39,143,438	44,287,444	1,368,841,947	1,209,013,342					
Total, 6 cities	\$976,909,911	\$999,714,274	\$32,319,626,853	\$27,352,284,232	Washington	15,769,003	14,422,185	559,863,743	491,439,402					
Increase		\$2.3%		18.1%	Total, 13 cities	\$646,575,565	\$529,345,206	\$22,152,925,932	\$16,105,252,567					
Total, 9 cities	\$5,810,888,839	\$6,351,390,631	\$212,756,313,637	\$188,532,690,047	Increase		22.3%		37.2%					
Increase		\$8.9%			Total, 21 cities	\$6,457,464,404	\$6,880,735,817	\$237,909,239,569	\$204,637,942,614					
					Increase		\$6.1%		37.5%					

Actual Condition Statements of the Federal Reserve Banks Aug. 13												
District 1.	District 2.	District 3.	District 4.	District 5.	District 6.	District 7.	District 8.	District 9.	District 10.	District 11.	District 12.	
Boston	New York	Philadelphia	Cleveland	Richmond	St. Louis	Chicago	St. Paul	Minneapolis	Kansas City	Indianapolis	San Francisco	
Gold reserve	\$216,343,000	\$479,210,000	\$170,625,000	\$235,821,000	\$77,625,000	\$75,344,000	\$233,921,000	\$69,043,000	\$47,889,000	\$73,409,000	\$46,406,000	\$163,530,000
Bills on hand	186,559,000	1,011,381,000	190,253,000	240,356,000	111,871,000	126,440,000	477,124,000	113,919,000	78,263,000	101,700,000	71,161,000	295,036,000
Resources	506,374,000	1,530,545,000	470,806,000	583,980,000	289,913,000	243,675,000	960,280,000	256,060,000	157,393,000	273,479,000	179,751,000	423,681,000
Due to members	121,109,000	727,642,000	107,531,000	144,941,000	57,045,000	56,157,000	265,708,000	64,963,000	43,272,000	70,799,000	56,310,000	119,035,000
Notes in circulation	292,189,000	852,695,000	262,309,000	326,617,000	132,342,000	140,707,000	538,278,000	128,262,000	75,799,000	101,832,000	79,202,000	238,940,000

## Federal Reserve Bank Statement

Consolidated statement of the twelve Federal Reserve Banks compares as follows:

RESOURCES—	Last Week	Previous Week	Year Ago
Gold coin and certificates	\$179,630,000	\$185,165,000	\$250,651,000
Gold settlement fund, Federal Reserve Board	380,927,000	381,259,000	591,206,000
Gold with foreign agencies	111,531,000	111,531,000	
Total gold held by banks	\$672,088,000	\$677,955,000	\$841,857,000
Gold with Federal Reserve agents	1,164,562,000	1,150,343,000	1,118,394,000
Gold redemption fund	131,708,000	152,307,000	121,836,000
Total gold reserves	\$1,968,358,000	\$1,980,605,000	\$2,082,087,000
Legal tender notes, silver, &c.	155,527,000	151,139,000	60,135,000
Total reserves	\$2,123,885,000	\$2,131,744,000	\$2,142,222,000
Bills discounted: Secured by Government war obligations	1,296,981,000	1,285,395,000	1,522,992,000
All other	1,292,025,000	1,244,455,000	220,347,000
Bills bought in open market	320,618,000	339,390,000	374,375,000
Total bills on hand	\$2,909,624,000	\$2,869,223,000	\$2,117,711,000
United States Government bonds	26,810,000	25,810,000	27,098,000
United States Victory notes	60,000	60,000	274,000
United States certificates of indebtedness	277,836,000	271,490,000	295,727,000
Total earning assets	\$3,214,339,000	\$3,187,592,000	\$2,440,813,000
Bank premises	14,604,000	14,444,000	11,806,000
Uncollected items and other deductions from gross deposits	708,155,000	732,088,000	838,399,000
Five p. c. redemption fund against Federal Reserve Bank notes	11,947,000	12,614,000	11,313,000
All other resources	3,859,000	3,331,000	9,503,000
Total resources	\$6,175,789,000	\$6,083,443,000	\$5,533,188,000
LIABILITIES—	Last Week	Previous Week	Year Ago
Capital paid in	\$96,551,000	\$95,341,000	\$84,000,000
Surplus	164,745,000	164,745,000	81,087,000
Government deposits	11,625,000	20,353,000	38,584,000
Due to members—reserve account	1,854,542,000	1,816,798,000	1,778,365,000
Deferred availability items	599,397,000	549,778,000	670,545,000
Other deposits included for Govt. credits	45,043,000	44,821,000	109,210,000
Total gross deposits	\$2,490,605,000	\$2,431,650,000	\$2,616,704,000
Federal Reserve notes in actual circulation	3,169,181,000	3,141,861,000	2,740,901,000
Fed. Res. Bank notes in circulation, net liab.	196,912,000	194,834,000	299,709,000
All other liabilities	57,795,000	55,012,000	20,384,000
Total liabilities	\$6,175,789,000	\$6,083,443,000	\$5,533,188,000
Ratio of total reserves to net deposit and F. R. note liabilities combined	43.0%	44.0%	50.9%
Ratio of gold reserves to F. R. notes in circulation after setting aside 35 per cent. against net deposit liabilities	48.6%	48.9%	61.4%

## Statement of Member Banks

Data for Federal Reserve Cities and in Federal Reserve Branch Cities.

		New York		Chicago	
		Aug. 6.	July 30.	Aug. 6.	July 30.
Number of reporting banks		72	72	50	50
U. S. bonds to secure circulation		\$36,886,000	\$36,961,000	\$1,438,000	\$1,438,000
U. S. bonds, incl. Liberty bonds		226,849,000	221,852,000	20,984,000	21,254,000
U. S. Victory notes		65,086,000	73,381,000	11,642,000	12,355,000
U. S. cfts. of indebtedness		193,101,000	212,480,000	22,510,000	23,728,000
Total U. S. securities		522,522,000	544,674,000	56,574,000	58,773,000
Loans sec. by U. S. bonds, &c.		442,224,000	445,829,000	65,866,000	66,144,000
Loans sec. by stocks and bonds		1,094,253,000	1,130,519,000	342,036,000	346,209,000
All other loans and investments		3,548,891,000	3,732,276,000	1,053,954,000	1,054,607,000
Reserve with Fed. Res. Banks		615,224,000	606,217,000	133,970,000	135,921,000
Cash in vault		104,915,000	102,579,000	39,963,000	39,256,000
Net demand deposits		4,603,319,000	4,604,731,000	657,080,000	672,080,000
Time deposits		390,362,000	391,708,000	283,811,000	282,679,000
Government deposits		41,896,000	65,624,000	4,110,000	7,976,000
Bills payable with F. R. Bank		331,149,000	300,969,000	33,628,000	37,012,000
Bills redisc'd with F. R. Bank		391,336,000	382,815,000	179,302,000	178,189,000
—All Reserve Cities—		Aug. 6.	July 30.	Aug. 6.	July 30.
Number of reporting banks		279	278	108	108
U. S. bonds to secure circulation		\$96,677,000	\$96,752,000	\$71,194,000	\$71,194,000
U. S. bonds, incl. Liberty bonds		348,715,000	342,734,000	144,057,000	142,875,000
U. S. Victory notes		94,222,000	108,245,000	51,505,000	51,356,000
U. S. cfts. of indebtedness		279,394,000	305,199,000	75,184,000	80,970,000
Total U. S. securities		819,308,000	841,630,000	341,940,000	346,395,000
Loans sec. by U. S. bonds, &c.		733,150,000	739,469,000	139,200,000	141,781,000
Loans sec. by stocks and bonds		2,111,238,000	2,159,564,000	480,094,000	481,852,000
All other loans and investments		7,273,032,000	7,251,822,000	2,202,613,000	2,199,577,000
Reserve with Fed. Res. Banks		1,010,152,000	1,011,220,000	205,880,000	199,244,000
Cash in vault		204,998,000	201,150,000	70,718,000	71,106,000
Net demand deposits		7,933,480,000	8,006,287,000	1,728,622,000	1,740,097,000
Time deposits		1,225,262,000	1,224,573,000	883,442,000	881,243,000
Government deposits		63,271,000	68,633,000	6,493,000	9,786,000
Bills payable with F. R. Bank		502,178,000	472,973,000	148,340,000	144,230,000
Bills redisc'd with F. R. Bank		937,139,000	928,298,000	382,888,000	375,555,000
—All Other Reporting Banks—		Aug. 6.	July 30.	Aug. 6.	July 30.
Number of reporting banks		338	338		
United States bonds to secure circulation		\$109,552,000	\$109,442,000		
United States bonds, incl. Liberty bonds		121,909,000	121,996,000		
United States Victory notes		38,005,000	38,514,000		
United States certificates of indebtedness		16,647,000	47,792,000		
Total United States securities		307,113,000	308,744,000		
Loans secured by United States bonds, &c.		190,809,000	99,647,000		
Loans secured by stocks and bonds		419,131,000	18,903,000		
All other loans and investments		1,887,780,000	1,888,081,000		
Reserve with Federal Reserve Banks		158,768,000	158,195,000		
Cash in vault		84,463,000	82,463,000		
Net demand deposits		1,638,825,000	1,641,652,000		
Time deposits		609,920,000	600,036,000		
Government deposits		4,382,000	6,838,000		
Bills payable with Federal Reserve Bank		91,748,000	93,581,000		
Bills redisc'd with Federal Reserve Bank		156,048,000	127,172,000		

# New York Stock Exchange Transactions

Highest and lowest prices of the year are based on sales of 100 shares. Where prices are used for less than that amount they are marked with an asterisk (\*)

Week Ended August 14

Total Sales 2,860,169 Shares

1918.		Yearly Price Ranges		This Year to Date.		STOCKS.	Amount Capital Stock Listed.	Last Dividend		Per Cent.		Last Week's Transactions				
High.	Low.	High.	Low.	High.	Low.			Date Paid.	Per Cent.	First.	High.	Low.	Last.	Change.	Sales.	
80	80	84	84	84	84	ACME TEA 1st pf.	2,750,000	June 1, '20	1%	Q	33	33	31 1/2	33	+ 2 1/2	500
80	82	84	84	84	84	Adams Express	12,000,000	Dec. 1, '17	1	..	33	33	31 1/2	33	+ 2 1/2	2,500
62 1/2	25 1/2	76	60 1/2	72	Jan. 12	60 1/2	Aug. 6	6	..	..	35	61	58 1/2	60 1/2	+ 1 1/2	1,500
72 1/2	49	113	66	86 1/2	Jan. 5	44	Aug. 9	..	..	..	45	46 1/2	44	46 1/2	+ 2 1/2	2,400
5 1/2	1 1/2	4 1/2	1 1/2	4 1/2	Mar. 24	1 1/2	Aug. 9	..	..	..	1 1/2	1 1/2	1 1/2	1 1/2	+ 1 1/2	2,400
3 1/2	1 1/2	3 1/2	1 1/2	3 1/2	Mar. 31	1 1/2	Aug. 10	..	..	..	1 1/2	1 1/2	1 1/2	1 1/2	+ 1 1/2	5,100
185	150	185	150	100 1/2	May 13	1 1/2	July 31	..	..	..	..	..	..	100	..	..
37	17 1/2	31	30	31	Jan. 3	28	Aug. 5	..	..	..	..	..	..	103	..	..
80 1/2	72 1/2	97	81	97	Jan. 2	14	Aug. 5	..	..	..	..	..	..	70 1/2	..	..
106	78	103	85	103	Jan. 26	8	Aug. 5	..	..	..	..	..	..	70 1/2	..	..
101	89 1/2	103	102	103	Jan. 16	8 1/2	June 2	..	..	..	..	..	..	80 1/2	..	..
30 1/2	28 1/2	35	33	35	Apr. 1	3	Feb. 13	..	..	..	..	..	..	44	+ 1	..
42 1/2	41 1/2	45	42	45	Apr. 28	40 1/2	May 19	..	..	..	..	..	..	44 1/2	..	..
84	48	101 1/2	62	103 1/2	Apr. 16	7 1/2	Feb. 13	..	..	..	..	..	..	78 1/2	+ 1 1/2	3,700
91 1/2	82	95	84 1/2	95	Apr. 5	8	..	..	..	..	..	..	..	75 1/2	+ 1 1/2	..
..	..	143 1/2	84 1/2	128 1/2	Jan. 2	8 1/2	Aug. 16	..	..	..	..	..	..	82 1/2	+ 4 1/2	1,400
..	..	..	..	..	July 20	80	July 16	..	..	..	..	..	..	50	+ 1	300
..	..	..	..	..	Jan. 27	30	..	..	..	..	..	..	..	50 1/2	..	..
50 1/2	35 1/2	68 1/2	42 1/2	68 1/2	Jan. 3	30 1/2	Aug. 9	..	..	..	..	..	..	32 1/2	..	..
60 1/2	50 1/2	68 1/2	42 1/2	68 1/2	Jan. 10	31	Aug. 11	..	..	..	..	..	..	37	+ 1 1/2	100
92 1/2	80 1/2	94 1/2	84 1/2	94 1/2	Apr. 9	12 1/2	Feb. 20	..	..	..	..	..	..	131 1/2	+ 2 1/2	5,200
110 1/2	106	110	103	110 1/2	Jan. 5	10 1/2	July 7	..	..	..	..	..	..	108 1/2	+ 1 1/2	100
44 1/2	23	67 1/2	30 1/2	67 1/2	Jan. 20	24 1/2	Aug. 13	..	..	..	..	..	..	25	+ 1 1/2	2,100
88	78	95	85	95	Mar. 20	6 1/2	Aug. 13	..	..	..	..	..	..	65	+ 1 1/2	100
..	..	144	103 1/2	135 1/2	Jan. 14	10 1/2	Aug. 10	..	..	..	..	..	..	10	..	6,900
90 1/2	74 1/2	94 1/2	76 1/2	94 1/2	Jan. 31	9 1/2	Feb. 6	..	..	..	..	..	..	13 1/2	+ 1 1/2	100
22 1/2	12	43 1/2	13 1/2	43 1/2	Jan. 2	13 1/2	Aug. 9	..	..	..	..	..	..	13 1/2	+ 1 1/2	2,100
94 1/2	50	142 1/2	71 1/2	142 1/2	Jan. 19	37	Aug. 10	..	..	..	..	..	..	30	+ 2	900
61	38 1/2	74 1/2	34 1/2	74 1/2	Jan. 2	37	Feb. 13	..	..	..	..	..	..	58	+ 1 1/2	200
..	..	132 1/2	103 1/2	132 1/2	Jan. 8	6 1/2	Aug. 9	..	..	..	..	..	..	61 1/2	+ 4 1/2	10,000
..	..	..	..	..	Jan. 22	9 1/2	Aug. 9	..	..	..	..	..	..	73	+ 1 1/2	7,500
47 1/2	27	80	14 1/2	80	Jan. 12	3	Aug. 3	..	..	..	..	..	..	62 1/2	+ 1 1/2	100
82	60 1/2	98	80 1/2	98	Jan. 27	80	..	..	..	..	..	..	..	84	+ 3	100
71 1/2	62 1/2	78	60 1/2	78	Apr. 8	82	Feb. 13	..	..	..	..	..	..	86	+ 1 1/2	..
102 1/2	85	106 1/2	100	107	Jan. 2	80	May 27	..	..	..	..	..	..	93	..	300
..	..	..	..	..	Jan. 2	80	..	..	..	..	..	..	..	100	+ 1 1/2	..
..	..	..	..	..	..	..	..	..	..	..	..	..	..	100 1/2	+ 1 1/2	..
..	..	..	..	..	11 1/2	Jan. 10	11 1/2	Apr. 10	..	..	..	..	..	12 1/2	+ 1 1/2	5,200
144	90	143	120	143	Jan. 6	10 1/2	Feb. 13	..	..	..	..	..	..	135	+ 1 1/2	8,200
104	73	104	61 1/2	104	Jan. 3	32 1/2	Aug. 10	..	..	..	..	..	..	20	+ 1 1/2	5,200
110 1/2	103	109 1/2	94	109 1/2	Jan. 13	88	Aug. 10	..	..	..	..	..	..	54 1/2	+ 1 1/2	3,200
88	80	94 1/2	78 1/2	94 1/2	Mar. 30	72	Aug. 10	..	..	..	..	..	..	72	+ 1 1/2	100
107	85	140	101 1/2	115 1/2	Jan. 5	86	Feb. 13	..	..	..	..	..	..	100	+ 1 1/2	100
95 1/2	80	99	80	99	Jan. 13	80	Apr. 20	..	..	..	..	..	..	100	+ 1 1/2	100
..	..	47	33 1/2	50	Jan. 12	33 1/2	Aug. 9	..	..	..	..	..	..	34 1/2	+ 1 1/2	8,800
116	98	146 1/2	112 1/2	146 1/2	Jan. 14	85	Aug. 10	..	..	..	..	..	..	85 1/2	+ 1 1/2	200
114 1/2	108 1/2	119	113 1/2	118 1/2	Jan. 7	102	May 20	..	..	..	..	..	..	100 1/2	+ 1 1/2	4,400
..	..	..	..	..	..	..	..	..	..	..	..	..	..	100 1/2	+ 1 1/2	600
145 1/2	100	120 1/2	78	106 1/2	Jan. 22	13 1/2	Aug. 10	..	..	..	..	..	..	70 1/2	+ 4 1/2	14,600
303	81	100	90 1/2	100	Jan. 12	32 1/2	Aug. 10	..	..	..	..	..	..	81	+ 1 1/2	100
100 1/2	80	100	80	100	Jan. 5	40 1/2	June 11	..	..	..	..	..	..	..	..	..
100 1/2	80	100	80	100	Jan. 30	40 1/2	May 22	..	..	..	..	..	..	90 1/2	+ 1 1/2	3,700
100 1/2	80	100	80	100	Jan. 5	10 1/2	Aug. 10	..	..	..	..	..	..	106	+ 1 1/2	1,400
100 1/2	80	100	80	100	Jan. 1	8 1/2	May 20	..	..	..	..	..	..	87 1/2	+ 1 1/2	200
..	..	..	..	..	..	..	..	..	..	..	..	..	..	89 1/2	+ 1 1/2	100
..	..	..	..	..	..	..	..	..	..	..	..	..	..	74	+ 1 1/2	16,500
97	92	110 1/2	94 1/2	110 1/2	Jan. 29	91 1/2	Aug. 2	..	..	..	..	..	..	91 1/2	+ 1 1/2	3,200
30 1/2	24 1/2	38 1/2	27 1/2	38 1/2	Jan. 17	35	Aug. 30	..	..	..	..	..	..	42	+ 3 1/2	3,200
21 1/2	11	21 1/2	11	21 1/2	Jan. 10	11	Aug. 9	..	..	..	..	..	..	11 1/2	+ 1 1/2	3,000
53 1/2	39 1/2	53 1/2	40	53 1/2	Jan. 4	44 1/2	Aug. 13	..	..	..	..	..	..	..	..	..
..	..	12	1	12	Feb. 28	2	Jan. 16	..	..	..	..	..	..	..	..	..
..	..	24 1/2	15	24 1/2	July 13	2	Aug. 9	..	..	..	..	..	..	..	..	..
74 1/2	50	77 1/2	54 1/2	77 1/2	Jan. 3	40 1/2	Aug. 9	..	..	..	..	..	..	50 1/2	+ 1 1/2	2,300
2 1/2	1 1/2	9 1/2	0	9 1/2	Jan. 2	2	Aug. 9	..	..	..	..	..	..	2 1/2	+ 1 1/2	1,000
10 1/2	12	65 1/2	17 1/2	65 1/2	Jan. 3	25	Aug. 24	..	..	..	..	..	..	25	+ 1 1/2	1,200
30 1/2	24 1/2	38 1/2	27 1/2	38 1/2	Jan. 17	35	Aug. 17	..	..	..	..	..	..	57 1/2	+ 1 1/2	100
71	64	142	68	142	Jan. 8	85 1/2	Aug. 13	..	..	..	..	..	..	85 1/2	+ 1 1/2	100
90 1/2	81	104														



## New York Stock Exchange Transactions—Continued

1918.		Yearly Price Range		This Year to Date.		STOCKS.	Amount Capital Stock Listed.	Last Dividend		Per Cent.		Last Week's Transactions		
High.	Low.	High.	Low.	High.	Low.			Date Paid.	Per Cent.	First.	High.	Low.	Change.	
27 1/2	18	31 1/2	19	27	27	Feb. 11	Colorado & Southern.....	31,000.00	Dec. 31, '12	1	25 1/2	25 1/2	24 1/2	— 1/2
55	47	58 1/2	47	51 1/2	40	July 6	Col. & South. 1st pf.....	8,500.00	June 30, '20	2	SA	47	47	—
48	40	51 1/2	45	43	35	Aug. 11	Col. & South. 2d pf.....	8,500.00	Dec. 15, '19	4	SA	35	35	—
44 1/2	29 1/2	63 1/2	29 1/2	63 1/2	29 1/2	Aug. 11	Columbia Gas & Elec.....	50,000.00	Aug. 15, '20	1 1/2	Q	51	51	—
...	...	95 1/2	91 1/2	92 1/2	88 1/2	Aug. 11	Columbia Graph. pf.....	1,251,415	July 1, '20	125 1/2	Q	80	80	—
...	...	...	...	...	...	...	Columbia Graph. pf.....	10,811,500	July 1, '20	1 1/2	Q	80	80	—
39	30	63 1/2	37 1/2	56	43 1/2	Aug. 9	Comp. Tab. Rec. (sh.).....	131,033	July 10, '20	1	Q	44 1/2	40 1/2	— 4 1/2
...	...	...	...	...	...	...	Consol. Cigar. pf.....	90,000	July 15, '20	1 1/2	Q	80	80	—
100 1/2	82 1/2	100 1/2	78 1/2	93 1/2	73 1/2	July 26	Consolidated Gas.....	4,900,000	June 1, '20	1 1/2	Q	70 1/2	70 1/2	—
13	7 1/2	23	7 1/2	20 1/2	10 1/2	Aug. 9	Consol. Textile (sh.).....	100,384,500	June 15, '20	1 1/2	Q	70 1/2	70 1/2	—
...	...	...	...	...	...	...	Cons. G. E. L. & P. Bait.....	14,607,700	July 1, '20	2	Q	100	100	—
...	...	...	...	...	...	...	Cons. Int. Cal. M. (sh.).....	4,495,894	June 30, '20	50 1/2	Q	10	10 1/2	— 1/2
...	...	...	...	...	...	...	Continental Can Co. pf.....	281,355	July 15, '20	75 1/2	Q	28 1/2	30	— 1 1/2
...	...	...	...	...	...	...	Continental Can Co. pf.....	13,500,000	July 1, '20	1 1/2	Q	74 1/2	74 1/2	—
...	...	...	...	...	...	...	Continental Can Co. pf.....	4,435,000	July 1, '20	1 1/2	Q	74 1/2	74 1/2	—
...	...	...	...	...	...	...	Cont. Candy.....	500,000	July 20, '20	2 1/2	Q	100	11	— 89 1/2
...	...	...	...	...	...	...	Cont. Insur. Co. (sh.).....	10,000,000	July 7, '20	12 1/2	SA	88 1/2	88 1/2	—
...	...	...	...	...	...	...	Corn Prod. Ref. Co. pf.....	40,784,000	July 20, '20	1 1/2	Q	100	101 1/2	— 1 1/2
...	...	...	...	...	...	...	Corn Prod. Ref. Co. pf.....	29,827,000	July 15, '20	1 1/2	Q	100	101 1/2	—
...	...	...	...	...	...	...	Cosden & Co. (sh.).....	759,464	Aug. 2, '20	62 1/2	Q	32	34 1/2	— 2 1/2
...	...	...	...	...	...	...	Cres. Carpet Co.....	2,498,500	June 15, '20	3	SA	45 1/2	53	— 7 1/2
...	...	...	...	...	...	...	Crucible Steel Co.....	37,000,000	July 31, '20	2	Q	126	135	— 9
...	...	...	...	...	...	...	Crucible Steel Co. pf.....	37,000,000	July 31, '20	1 1/2	Q	126	135	— 9
...	...	...	...	...	...	...	Cuban Am. Sugar (sh.).....	10,000,000	Aug. 1, '20	1 1/2	Q	39 1/2	41 1/2	— 2
...	...	...	...	...	...	...	Cuban Am. Sugar pf.....	7,892,500	July 1, '20	1 1/2	Q	39 1/2	41 1/2	— 2
...	...	...	...	...	...	...	Cuba Cane Sugar (sh.).....	500,000	July 1, '20	1 1/2	Q	37 1/2	38 1/2	— 1 1/2
...	...	...	...	...	...	...	Cuba Cane Sugar pf.....	50,000,000	July 1, '20	1 1/2	Q	37 1/2	38 1/2	— 1 1/2
...	...	...	...	...	...	...	DE BEERS CON. M. (sh.).....	69,000	July 28, '20	2,360 1/2	Q	27 1/2	27 1/2	—
...	...	...	...	...	...	...	Deere & Co. pf.....	37,828,500	June 1, '20	1 1/2	Q	94	94	—
...	...	...	...	...	...	...	Delaware & Hudson.....	42,277,000	July 20, '20	5	Q	240	230 1/2	— 9 1/2
...	...	...	...	...	...	...	Del. Lack. & W. (sh.).....	42,277,000	July 20, '20	5	Q	240	230 1/2	— 9 1/2
...	...	...	...	...	...	...	Denver & Rio Grande.....	38,000,000	Jan. 15, '11	2 1/2	Q	9	9	—
...	...	...	...	...	...	...	Denver & Rio Grande pf.....	40,778,400	Jan. 15, '11	2 1/2	Q	9	9	—
...	...	...	...	...	...	...	Detroit Edison.....	27,653,000	July 1, '20	1 1/2	Q	100	100	—
...	...	...	...	...	...	...	Detroit United Railway.....	15,000,000	June 1, '20	2	Q	100	100	—
...	...	...	...	...	...	...	Diamond Match.....	16,985,100	June 15, '20	2	Q	10	12	— 2
...	...	...	...	...	...	...	Dome Mines (sh.).....	4,000,000	July 20, '20	25 1/2	Q	10	12	— 2
...	...	...	...	...	...	...	Duluth, South Shore & Atl.....	12,000,000	...	...	...	...	...	...
...	...	...	...	...	...	...	Durham Hos. Cl. B. (sh.).....	3,252,850	July 20, '20	1,112 1/2	Q	46	46	—
...	...	...	...	...	...	...	Durham Hosery pf.....	3,000,000	Aug. 1, '20	1 1/2	Q	46	46	—
...	...	...	...	...	...	...	ELEC. STORAGE BATTERY.....	16,561,000	July 1, '20	2 1/2	Q	...	...	...
...	...	...	...	...	...	...	Elk Horn C. pf. (sh.).....	6,000,000	Sep. 11, '19	75 1/2	Q	20	20	—
...	...	...	...	...	...	...	Elk Horn C. pf. (sh.).....	6,000,000	June 10, '20	75 1/2	Q	20	20	—
...	...	...	...	...	...	...	Emerson Brantingham pf.....	10,123,500	Aug. 2, '20	1 1/2	Q	...	...	...
...	...	...	...	...	...	...	Emerson Brantingham pf.....	12,170,500	Aug. 2, '20	1 1/2	Q	...	...	...
...	...	...	...	...	...	...	Endicott-Johnson (sh.).....	16,390,000	July 1, '20	1,25 1/2	Q	65 1/2	71 1/2	— 6 1/2
...	...	...	...	...	...	...	Endicott-Johnson pf.....	15,000,000	July 1, '20	1 1/2	Q	92	92	—
...	...	...	...	...	...	...	Erie.....	112,481,000	Apr. 1, '07	2	Q	12 1/2	12 1/2	—
...	...	...	...	...	...	...	Erie 2d pf.....	16,000,000	Apr. 9, '07	2	Q	14	14	—
...	...	...	...	...	...	...	Erie & Pittsburgh (sh.).....	2,000,000	June 10, '20	1 1/2	Q	...	...	...
...	...	...	...	...	...	...	FAIRBANKS CO. (sh.).....	1,500,000	July 1, '20	2	Q	47	47	—
...	...	...	...	...	...	...	Fairbanks Co. pf.....	2,000,000	July 1, '20	2	Q	47	47	—
...	...	...	...	...	...	...	Famous Players-Lasky (sh.).....	214,552	July 1, '20	82 1/2	Q	68 1/2	71 1/2	— 3 1/2
...	...	...	...	...	...	...	Famous Players-Lasky pf.....	10,000,000	Aug. 1, '20	1 1/2	Q	84	84	—
...	...	...	...	...	...	...	Federal Mining & Smelt. pf.....	3,000,000	Jan. 10, '20	1 1/2	Q	33	33 1/2	— 1/2
...	...	...	...	...	...	...	Federal Mining & Smelt. pf.....	12,000,000	June 15, '20	1 1/2	Q	33	33 1/2	— 1/2
...	...	...	...	...	...	...	Fisher Body Corp. (sh.).....	500,000	Aug. 2, '20	2,50 1/2	Q	103 1/2	103 1/2	—
...	...	...	...	...	...	...	Fisher Body Corp. pf.....	4,063,500	Aug. 2, '20	1 1/2	Q	103 1/2	103 1/2	—
...	...	...	...	...	...	...	Fish Rubber (sh.).....	15,411,000	Aug. 1, '20	75 1/2	Q	20 1/2	20 1/2	—
...	...	...	...	...	...	...	Freeport, Texas (sh.).....	408,920	Nov. 28, '19	1 1/2	Q	21 1/2	21 1/2	—
...	...	...	...	...	...	...	GASTON, W. & W. (sh.).....	300,000	Aug. 15, '19	50 1/2	Q	68	68	—
...	...	...	...	...	...	...	Gen. Am. Tk. C. (sh.).....	244,122	July 1, '20	50 1/2	Q	68	68	—
...	...	...	...	...	...	...	General Chemical Co.....	19,819,000	June 1, '20	2	Q	168 1/2	171	— 2 1/2
...	...	...	...	...	...	...	General Chemical Co. pf.....	19,819,000	June 1, '20	2	Q	168 1/2	171	— 2 1/2
...	...	...	...	...	...	...	General Cigar Co. pf.....	18,104,000	Aug. 2, '20	1 1/2	Q	50 1/2	51	— 1/2
...	...	...	...	...	...	...	General Cigar Co. pf.....	5,000,000	June 1, '20	1 1/2	Q	81	81	—
...	...	...	...	...	...	...	General Cigar Co. pf.....	4,620,800	July 1, '20	1 1/2	Q	81	81	—
...	...	...	...	...	...	...	General Electric.....	153,881,300	July 15, '20	14	Q	138 1/2	142 1/2	— 4 1/2
...	...	...	...	...	...	...	General Motors corp. (sh.).....	15,097,400	Aug. 2, '20	25 1/2	Q	73 1/2	73 1/2	—
...	...	...	...	...	...	...	General Motors Corp. pf.....	16,186,000	Aug. 2, '20	1 1/2	Q	73 1/2	73 1/2	—
...	...	...	...	...	...	...	General Motors 7 1/2 deb.....	23,724,800	Aug. 2, '20	1 1/2	Q	80	81 1/2	— 1 1/2
...	...	...	...	...	...	...	General Motors 6 1/2 deb.....	60,520,000	Aug. 2, '20	1 1/2	Q	80	81 1/2	— 1 1/2
...	...	...	...	...	...	...	Goodrich (B. F.) Co. pf.....	38,412,000	July 1, '20	1 1/2	Q	85	85	—
...	...	...	...	...	...	...	Goodrich (B. F.) Co. pf.....	38,412,000	July 1, '20	1 1/2	Q	85	85	—
...	...	...	...	...	...	...	Gray & Davis.....	2,722,600	Mar. 1, '20	50 1/2	Q	21	21	—
...	...	...	...	...	...	...	Granby Consolidated.....	15,001,000	May 1, '19	1 1/2	Q	73	73	—
...	...	...	...	...	...	...	Great Northern pf.....	249,477,500	Aug. 2, '20	1 1/2	Q	31 1/2	31 1/2	—
...	...	...	...	...	...	...	Greene-Cannara.....	48,781,200	Feb. 24, '19	1,150	Q	23 1/2	23 1/2	—
...	...	...	...	...	...	...	Guantanamo Sugar.....	9,087,300	...	...	...	...	...	...
...	...	...	...	...	...	...	Gulf, Mobile & Northern.....	9,431,000	...	...	...	...	...	...
...	...	...	...	...	...	...	Gulf, Mobile & Northern pf.....	11,109,400	Apr. 1, '19	2 1/2	Q	41	41	—
...	...	...	...	...	...	...	Gulf States S. 1st pf.....	2,000,000	Apr. 1, '20	1 1/2	Q	...	...	...
...	...	...	...	...	...	...	HARTMANN CORP. (sh.).....	12,900,000	June 1, '20	1 1/2	Q	78 1/2	78 1/2	—
...	...	...	...	...	...	...	Haskell & Parker (sh.).....	220,000	July 1, '20	1 1/2	Q	66	66	—
...	...	...	...	...	...	...	Havens, R. L. & P. (sh.).....	15,000,000	July 1, '20	1 1/2	Q	...	...	...
...	...	...	...	...	...	...	Helme (G. W.) pf.....	3,964,300	July 1, '20	1 1/2	Q	...	...	...
...	...	...	...	...	...	...	Hendee Manufacturing.....	10,000,000	Sep. 25, '19	50 1/2	Q	21 1/2	21 1/2	—
...	...	...	...	...	...	...	Homestake Mining.....	25,116,000	...	...	...	...	...	...
...	...	...	...	...	...	...	Houston Oil.....	25,000,000	...	...	...	...	...	...
...	...	...	...	...	...	...	Hupp Motor Car (sh.).....	5,182,100	Aug. 1, '20	25 1/2	Q	14	14 1/2	— 1/2
...	...	...	...	...	...	...	ILLINOIS CENTRAL.....	109,296,000	June 1, '20	1 1/2	Q	82	84	— 2
...	...	...	...	...	...	...	Indiana Ref. (sh.).....	9,000,000	June 30, '20	12 1/2	Q	67 1/2	67 1/2	—
...	...	...	...	...	...	...	Inter. C. Ry. L. & P. (sh.).....	2,392,542	July 20, '20	41	Q	3	3	—
...	...	...	...	...	...	...	Interlochi Consol. (sh.).....	721,891	Apr. 1, '18	1 1/2	Q	9	9	—
...	...	...	...	...	...	...	Int. Con. Corp. pf.....	45,433,000	...	...	...	...	...	...
...	...	...	...	...	...	...	Internat. Agricultural.....	7,393,500	July 1, '20	1 1/2	Q	174 1/2	174 1/2	—
...	...	...	...	...	...	...	Internat. Agricultural.....	13,653,500	July 1, '20	1 1/2	Q	174 1/2	174 1/2	—
...	...	...	...	...	...	...	Int. Harvester (new).....	80,000,000	July 15, '20	1 1/2	Q	118	125	— 7
...	...	...	...	...	...	...	Int. Harvester pf (new).....	60,000,000	June 1, '20	1 1/2	Q	103 1/2	103 1/2	—
...	...													

## New York Stock Exchange Transactions—Continued

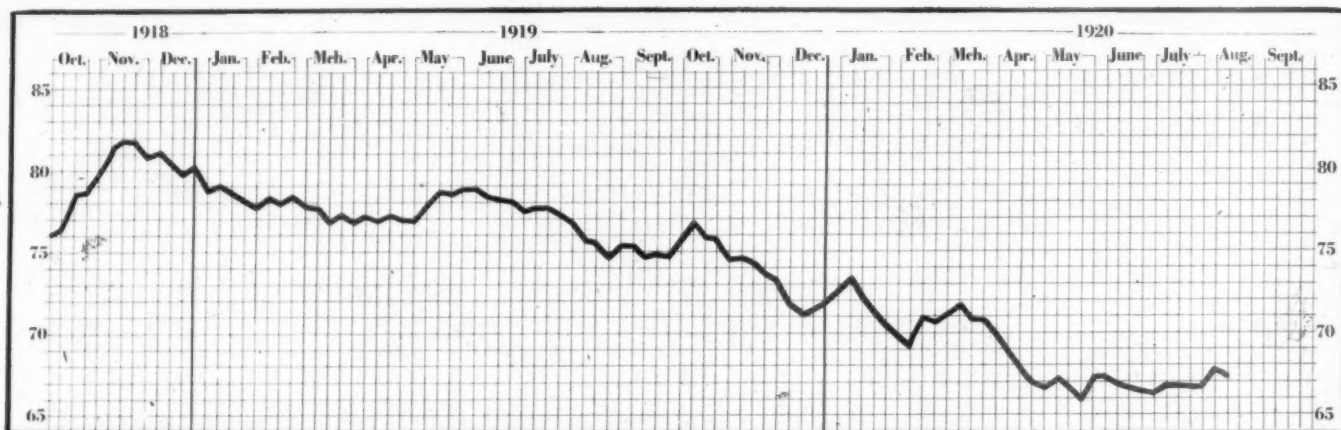
Yearly Price Ranges										Stocks		Amount		Last Dividend		Per Cent.		Period.		Last Week's Transactions		Sales	
1918.		1919.		1920.		1921.		1922.		1923.		1924.		1925.		1926.		1927.		1928.		1929.	
High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
100	100	100	100	100																			



## New York Stock Exchange Transactions—Continued

1918.		Yearly Price Ranges		This Year to Date.		STOCKS.		Amount		Last Dividend		Per		Last Week's Transactions					
High.	Low.	High.	Low.	High.	Low.			Capital	Stock	Date	Per	Cent.	Prod.	First.	High.	Low.	Last.	Change.	Sales.
162	120	257	132	210	140	Apr. 14	100	Aug. 10	South Porto Rico Sugar.....	5,825,000	July 1, '20	5	Q	105	135	100	135	+21%	500
110	102	117	107	116	108	Jan. 2	108	May 18	South Porto Rico Sugar pf.....	5,000,000	July 1, '20	2	Q	91%	92	89%	91%	—	25,200
110	80%	115	101%	105%	93%	Jan. 5	83%	Feb. 13	Southern Pacific.....	302,087,400	July 1, '20	1 1/2	Q	91%	92	89%	91%	—	25,200
138%	114%	141%	127%	137%	121%	June 3	131%	June 3	Southern Pac. trust receipts.....	1,047,200	July 1, '20	2	Q	91%	92	89%	91%	—	25,200
24%	20%	27%	22%	26%	21%	July 12	23%	July 12	Southern Railway.....	94,292,300	June 30, '20	2 1/2	RA	59%	60	59	60	—	1,000
134%	57	72%	52%	60%	41%	Jan. 5	51%	Jan. 5	So. Ry. & O. st. k. t. r.....	5,790,200	Apr. 1, '20	2	SA	59%	60	59	60	—	1,000
120	84	100	124	100	124	Apr. 12	100	Apr. 12	Standard Milling.....	7,390,000	May 31, '20	2	Q	105	135	100	135	+21%	500
86%	79	94%	85%	82	78	Apr. 13	78	June 16	Standard Milling pf.....	6,888,000	May 31, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Standard Oil, N. J.....	98,338,300	June 15, '20	2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	S. O. N. J. sub. rta., pt. pd.....	98,338,300	June 15, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Standard Oil, N. J., pf.....	98,338,300	June 15, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Steel & Tube pf.....	11,300,000	July 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Stern Bros. pf.....	5,000,000	June 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Stewart War. Sp. (sh.).....	400,000	Aug. 15, '20	8	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Stromberg Carb. (sh.).....	74,926	July 1, '20	8 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Studebaker Co.....	66,000,000	June 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Studebaker Co. pf.....	66,000,000	June 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Superior Steel.....	6,000,000	June 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Superior Steel pf.....	2,500,000	Aug. 16, '20	2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	TEMTOR CORN & F. PROD.	137,000	July 5, '20	\$1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Class A (sh.).....	137,000	July 5, '20	\$1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Do Class B (sh.).....	35,550	July 5, '20	\$1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Tenn. C. & C. pf.....	731,085	May 13, '18	\$1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Texas & P. Coal & O.....	84,000,000	June 30, '20	75c	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Do sub. rta., pt. pd.....	84,000,000	June 30, '20	75c	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Texas & P. Coal & O.....	38,700,000	June 30, '20	125c	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	T. & P. C. & O. sub. rec. full pd.....	6,000,000	June 30, '20	125c	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Texas Tr. & T. Co.....	4,000,700	June 30, '20	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Third Avenue.....	16,300,000	Oct. 1, '16	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Tide Water Oil.....	40,576,700	June 30, '20	14	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Times Square Auto Sup. (sh.).....	180,780	July 1, '20	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Tobacco Products.....	17,306,900	Aug. 16, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Tobacco Products pf.....	8,900,000	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	T. St. L. & W. cfs. of d.....	8,636,700	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	T. St. L. & W. pf. c. of d.....	8,883,500	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Transcontinental Oil (sh.).....	2,000,000	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Transcon. Wms. (sh.).....	100,000	July 15, '20	\$1.25	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Twin City Rap. Transit.....	22,000,000	July 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Twin City Rap. Transit pf.....	8,000,000	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	UNDERWOOD TYPEWR.....	9,000,000	July 1, '20	17	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Underwood Typewriter pf.....	3,900,000	July 1, '20	17	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Union Bag & Paper.....	14,897,000	June 15, '20	2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Union Oil (sh.).....	1,337,848	July 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Union Pacific.....	222,291,000	July 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	Union Pacific pf.....	98,543,500	July 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Al. St. t. cfs. (sh.).....	525,000	July 1, '20	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Cigar Stores.....	715,400	May 15, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Cigar Stores pf.....	4,411,600	June 15, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Drug.....	20,041,500	July 1, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Drug 2d pf.....	1,137,300	June 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Dyewood.....	13,918,800	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Dyewood pf.....	4,500,000	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Fruit Co.....	50,315,500	July 15, '20	2 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Paper.....	9,186,400	May 27, '20	2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Rys. Inv. Co.....	20,400,000	July 1, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Rys. Inv. Co. pf.....	15,000,000	Jan. 10, '07	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	United Retail Stores (sh.).....	550,332	Aug. 10, '20	\$3	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. C. I. Pipe & Fdy. Co.....	12,000,000	Dec. 1, '07	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. C. I. Pipe & Fdy. pf.....	12,000,000	June 15, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Express.....	10,000,000	Nov. 20, '07	\$8	Sp	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Food Products.....	30,944,500	July 15, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Indus. Alcohol.....	25,000,000	July 15, '20	2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Indus. Alcohol pf.....	2,000,000	July 15, '20	1 1/2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Realty & Imp.....	16,162,800	Feb. 1, '15	1	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Rubber Co.....	80,975,700	July 31, '20	2	Q	105	135	100	135	+21%	500
100	100	100	100	100	100	Apr. 13	100	Apr. 13	U. S. Rubber Co. 1st pf.....	65,014,300	July 31, '20	2	Q	105	135	100	135	+21%</	

## The Trend of Bond Prices—Average of 40 Listed Issues



## Stock Exchange Bond Trading

Week Ended August 14

Total Sales \$48,858,450 Par Value

Range, 1920										Range, 1920										Range, 1920										Range, 1920									
High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales	High	Low	Sales										
20	11	2	AL. G. M. cv. 6s. A 11	11	11	83	70%	56	Chl. Un. Sta. 4 1/2s. 70%	76	76	76	76	76	81 1/2	72	39	L. & N. unified 4s. 79	78	78	78	78	78	78	78	78	78	78	78										
72 1/2	65	2	Alb. & Susq. 3 1/2s. 65	65	65	103	100	20	Chl. Un. Sta. 6 1/2s. 100	100	100	100	100	100	51 1/2	45%	5	L. & N. St. L. Div. 3 1/2s. 47	47	47	47	47	47	47	47	47	47	47											
99 1/2	92	3	Am. Ag. Ch. deb. 5s. 91 1/2	91 1/2	91 1/2				Interim cts. 105	104 1/2	104 1/2	104 1/2	104 1/2	104 1/2	100	96%	1	L. & N. St. L. Div. 4s. 98	98	98	98	98	98	98	98	98	98	98											
100	70	1	Am. Ag. Ch. cv. 5s. 88 1/2	88 1/2	88 1/2	61	53	12	C. & W. I. con. 4s. 54%	53 1/2	54%	54%	54%	54%	100	96%	1	L. & N. col. tr. 5s. 95 1/2	95 1/2	95 1/2	95 1/2	95 1/2	95 1/2	95 1/2	95 1/2	95 1/2	95 1/2	95 1/2											
84 1/2	70	2	Am. Cotton Oil 5s. 70	70	70	86	70	15	Chile Copper 6s. 70%	70	70%	70%	70%	70%	100	96%	1	L. & N. St. L. D. 6s. 98	98	98	98	98	98	98	98	98	98	98											
86 1/2	74	31	Am. S. & R. 1st 5s. 76	75	75 1/2	108 1/2	92	30	Chile Copper 7s. 93 1/2	92 1/2	93	93	93	93	60	49%	1	MANHAT. CON. 4s. 50	50	50	50	50	50	50	50	50	50	50											
90 1/2	92	73 1/2	Am. T. & T. cv. 6s. 96	95 1/2	96	70	60	8	C. C. & S. L. gen. 4s. 67	65	67	67	67	67	60	49%	12	Man. Con. 4s. tax ex. 50	50	50	50	50	50	50	50	50	50	50											
89 1/2	73	27	Am. T. & T. col. 4s. 76	75 1/2	75 1/2	77	60	11	C. C. & S. L. deb. 4 1/2s. 75	72	72	72	72	72	81	72	19	Mich. Cent. deb. 4s. 73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2												
89 1/2	73	27	Am. T. & T. col. 4s. 76	75 1/2	75 1/2	89 1/2	74	3	Cleve. Sh. L. 4 1/2s. 77 1/2	77 1/2	77 1/2	77 1/2	77 1/2	77 1/2	85 1/2	73 1/2	40	Middle Steel 5s. 79	76	76 1/2	76 1/2	76 1/2	76 1/2	76 1/2	76 1/2	76 1/2	76 1/2												
89 1/2	73	19	Am. T. & T. cv. 4 1/2s. 80 1/2	78 1/2	80	74	70	2	Col. Industrial 5s. 70	70	70	70	70	70	43 1/2	34 1/2	15	Minn. & St. L. ref. 4s. 40%	40%	40%	40%	40%	40%	40%	40%	40%	40%												
89 1/2	73	3	Ann Arbor 4s. 78 1/2	78 1/2	78 1/2	75	60 1/2	38	Col. & South. ref. 4 1/2s. 68 1/2	67	68	68	68	68	75	42	4	M.S. L. ref. & c. 5s. 40	47	47	47	47	47	47	47	47	47												
89 1/2	73	54	Armour & Co. 4 1/2s. 73 1/2	74 1/2	75	100 1/2	89 1/2	14	Corn P. R. s. f. 5s. 74 1/2	89 1/2	89 1/2	89 1/2	89 1/2	89 1/2	75	67 1/2	9	M. & St. L. cons. 5s. 68	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2												
89 1/2	73	23 1/2	A. T. & S. F. gen. 4s. 70	75 1/2	75 1/2	88	80	8	Comp. Tab. R. 6s. 83	83	83	83	83	83	60	50%	13	M. S. P. & S. M. con. 4s. 75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2												
89 1/2	73	7	A. T. & S. F. cv. 4 1/2s. 64 1/2	64 1/2	64 1/2	101 1/2	98 1/2	70	Con. Gas cv. 7s. 97 1/2	96 1/2	97 1/2	97 1/2	97 1/2	97 1/2	32	25 1/2	1	Mo. K. & T. 1st 4s. 54	52 1/2	54	54	54	54	54	54	54	54												
89 1/2	73	2	A. T. & S. F. adj. 4s. 65 1/2	65 1/2	65 1/2	73	63	13	Cuba R. R. 5s. 65	63	65	65	65	65	28	28	2	Mo. K. & T. 2d 4s. 29	29	29	29	29	29	29	29	29	29												
89 1/2	73	57	A. T. & S. F. cv. 4 1/2s. 60 1/2	60 1/2	60 1/2	98 1/2	94 1/2	6	DEL. & H. Ineq. 4 1/2s. 95 1/2	94 1/2	95 1/2	95 1/2	95 1/2	95 1/2	50	51 1/2	127	Mo. Pac. gen. 4s. 53	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2												
89 1/2	73	3	A. T. & S. F. Cal. & Ariz. 4 1/2s. 72	72	72	101 1/2	99 1/2	22	Del. & Hud. Ts. 100%	100	100	100	100	100	60	60	1	Mo. Pac. 3d ext. 4s. 65	65	65	65	65	65	65	65	65	65												
89 1/2	73	12	Atl. Coast L. 1st 4s. 73 1/2	73 1/2	73 1/2	85 1/2	72	2	Del. & Hud. cv. 5s. 80 1/2	80 1/2	80 1/2	80 1/2	80 1/2	80 1/2	102 1/2	91 1/2	1	Mobile & O. new 6s. 91 1/2	91 1/2	91 1/2	91 1/2	91 1/2	91 1/2	91 1/2	91 1/2	91 1/2	91 1/2												
89 1/2	73	35	Atl. Coast Line 7s. 98	97 1/2	97 1/2	67 1/2	58	23	D. & R. G. con. 4s. 63 1/2	62 1/2	63 1/2	63 1/2	63 1/2	63 1/2	83	83	4	NAT. TUBE 5s. 84	84	84	84	84	84	84	84	84	84												
89 1/2	73	14	Atl. C. L. & N. C. 4s. 63 1/2	63 1/2	63 1/2	72	63	5	D. & R. G. Imp. 5s. 72	72	72	72	72	72	65	58	5	New Ori. Term. 4s. 50	50%	50	50	50	50	50	50	50	50												
89 1/2	73	83	BALT. & O. gold 4s. 61 1/2	60 1/2	61 1/2	72 1/2	62 1/2	2	D. & R. G. cons. 4 1/2s. 64 1/2	64 1/2	64 1/2	64 1/2	64 1/2	64 1/2	55 1/2	46	14	N. O. T. & M. Inc. 5s. 52	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2												
89 1/2	73	143	Balt. & O. conv. 4 1/2s. 63	61 1/2	62 1/2	42 1/2	42 1/2	2	D. & R. G. 1st ref. 5s. 43 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2	63 1/2	86	182	N. Y. Cent. deb. 6s. 88	88	88	88	88	88	88	88	88	88												
89 1/2	73	10	Balt. & O. pro. llen 3 1/2s. 80 1/2	79 1/2	79 1/2	44 1/2	30	2	D. & R. G. ref. 5s. 45	45	45	45	45	45	70	61 1/2	47	N. Y. Cent. 3 1/2s. 66	65 1/2	65 1/2	65 1/2	65 1/2	65 1/2	65 1/2	65 1/2	65 1/2	65 1/2												
89 1/2	73	229	Balt. & Ohio 6s. 87 1/2	85 1/2	87 1/2	45	40	1	Des. M. & P. D. 4s. 45	45	45	45	45	45	70	69 1/2	47	N. Y. Cent. ref. 4 1/2s. 74	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2	73 1/2												
89 1/2	73	34	B. & O. B. W. 3 1/2s. 71 1/2	70	70	69	30 1/2	3	Det. United 4 1/2s. 60%	60%	60%	60%	60%	60%	71	63	2	N. Y. Cent. cons. 4s. 73	73	73	73	73	73	73	73	73	73												
89 1/2	73	36	B. & O. P. L. E. & W. 5s. 58	57	57 1/2	83	75	6	Distillers Sec. 5s. 75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	62	55	1	N. Y. C. L. S. 3 1/2s. 50	50	50	50	50	50	50	50	50	50												
89 1/2	73	7	B. & O. T. & O. 4s. 69 1/2	68 1/2	69 1/2	95 1/2	95	1	Du Pont Powder 4 1/2s. 95	95	95	95	95	95	79	68 1/2	2	N. Y. Connecting 4 1/2s. 70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2												
89 1/2	73	17	Beth. Steel ref. 5s. 78 1/2	77 1/2	77 1/2	91	70 1/2	3	E. T. V. A. & GA. con. 5s. 81	81	81	81	81	81	67 1/2	58 1/2	14	N. Y. Dock 4s. 62	61 1/2	62	62	62	62	62	62	62	62												
89 1/2	73	6	Beth. Steel p. m. 5s. 79 1/2	78 1/2	79 1/2	56	47	25	Errie 1st con. 4s. 50%	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2	65	50	1	N. Y. C. & St. L. deb. 4s. 67 1/2	65 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2												
89 1/2	73	14	Braden Copper 6s. 80 1/2	78 1/2	80	47	28 1/2	60	Errie 1st con. 4s. 42 1/2	40 1/2	40 1/2	40 1/2	40 1/2	40 1/2	30	39 1/2	14	N. Y. N. H. & H. cv. 3 1/2s. 44	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2												
89 1/2	73	10	B. R. T. 7s. 102 1/2	101 1/2	101 1/2	100 1/2	103 1/2	2	Errie con. 7s. 100%	100%	100%	100%	100%	100%	70	65	48	N. Y. N. H. & H. con. deb. 6s. 73 1/2	72 1/2	72 1/2	72 1/2	72 1/2	72 1/2	72 1/2	72 1/2	72 1/2	72 1/2												
89 1/2	73	3	B. R. T. 7s. 21c. of d. 36	36	36	11 1/2	30 1/2	14	Errie con. 4s. A. 36 1/2	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2	55	44 1/2	10	N. Y. N. H. & H. n. cv. d. 5s. 55 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2												
89 1/2	73	2	B. R. T. gold 5s. 25 1/2	23 1/2	23 1/2	44	34	36	Errie con. 4s. B. 36 1/2	36	36	36	36	36	80	69 1/2	47	N. Y. N. H. & H. n. cv. d. 5s. 55 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2												
89 1/2	73	2	B. R. T. ref. cv. 4s. 21 1/2	21 1/2	21 1/2	92	86	2	Errie con. 4s. D. 37 1/2	37 1/2	37 1/2	37 1/2	37 1/2	37 1/2	61	51	11	N. Y. O. & W. ref. 3 1/2s. 57	56	56	56	56	56	56	56	56	56												
89 1/2	73	3	Bush Term. Bldgs. 5s. 71	71	71	97	82	16	GEN. ELEC. deb. 6s. 85	85	85	85	85	85	32 1/2	19 1/2	3	N. Y. Rys. adj. 5s. 5%	5	5	5	5	5	5	5	5	5												
89 1/2	73	8	CAL. GAS & E. 5s. 87 1/2	83	83	100 1/2	95 1/2</																																



## Stock Exchange Bond Trading—Continued

Range, 1920										Range, 1920										Range, 1920									
High	Low	Sales	High	Low	Close	Net	High	Low	Sales	High	Low	Sales	High	Low	Close	Net	High	Low	Sales										
50	49 1/2	7	St. L. & S.W. 2d in ds	48	48	48	1/2	50	49 1/2	10	Va. S. W. 1st 3 1/2	70 1/2	70 1/2	70 1/2	3/4	54	41	9	Chinnee Govt. 5 1/2	42 1/2	43	43							
50 1/2	50	23	St. P. & K.C. S.L. 4 1/2	61 1/2	61 1/2	1/2	50 1/2	50	23	1	Va. Ry. & Pow. 5 1/4	64	64	64	1 1/4	92 1/2	82 1/2	8	City of Bordeaux 6 1/2	80 1/2	80 1/2	1/4							
51	50 1/2	26	St. L. & S.W. 1st in ds	59 1/2	59 1/2	1/2	51	50 1/2	26	2	WABASH 1st 5 1/2	85 1/2	85 1/2	85 1/2	1/2	92 1/2	82 1/2	13	City of Lyons 6 1/2	80 1/2	80 1/2	1/4							
52	51 1/2	83 1/2	St. P. & M. & M. 4 1/2	87	87	1/2	52	51 1/2	83 1/2	40	Wabash 2d 5 1/2	80	79 1/2	80	1/2	93 1/2	83 1/2	77	City of New York 6 1/2	80 1/2	80 1/2	1/4							
53	52 1/2	1	St. P. & M. & M. 5 1/2	86	86	1/2	53	52 1/2	1	11	West Shore 4 1/2	71	69 1/2	71	1 1/4	94 1/2	84 1/2	74	Copenhagen 5 1/2	73 1/2	73 1/2	1/4							
54	53 1/2	10	San An. & A. P. 4 1/2	58	58	1/2	54	53 1/2	10	6	West Shore 1st reg. 6 1/2	67 1/2	67	1/2	100	50	30	3	City of Tokio 5 1/2	52 1/2	52 1/2	1/4							
55	54 1/2	2	Seab'd A. L. ref. 4 1/2	41 1/2	41 1/2	1/2	55	54 1/2	2	17	Western Electric 3 1/2	94 1/2	94 1/2	94 1/2	1/2	98 1/2	88 1/2	79	Dominican Rep. 5 1/2	81 1/2	81 1/2	1/4							
56	55 1/2	3	Seab'd A. L. gold 4 1/2	57 1/2	57 1/2	1/2	56	55 1/2	3	14	Western Electric 3 1/2	94 1/2	94 1/2	94 1/2	1/2	98 1/2	88 1/2	25	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
57	56 1/2	61	Seab'd A. L. L. 4 1/2	53 1/2	53 1/2	1/2	57	56 1/2	61	5	W. & L. E. ref. 4 1/2	53 1/2	53 1/2	53 1/2	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
58	57 1/2	34	Seab'd A. L. adj. 4 1/2	53 1/2	53 1/2	1/2	58	57 1/2	34	7	W. & L. E. ref. 4 1/2	53 1/2	53 1/2	53 1/2	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
59	58 1/2	22	So. Pac. col. 4 1/2	65 1/2	65 1/2	1/2	59	58 1/2	22	2	Western Pacific 3 1/2	73 1/2	73 1/2	73 1/2	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
60	59 1/2	83 1/2	So. Pac. conv. 4 1/2	65 1/2	65 1/2	1/2	60	59 1/2	83 1/2	50	W. & L. E. col. 4 1/2	53 1/2	53 1/2	53 1/2	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
61	60 1/2	112	So. Pac. conv. 4 1/2	74	74	1/2	61	60 1/2	112	6	Western Mid. 4 1/2	52 1/2	51 1/2	52 1/2	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
62	61 1/2	2	So. Pac. Coast 4 1/2	80 1/2	80 1/2	1/2	62	61 1/2	2	3	W. U. Tel. col. 4 1/2	70 1/2	70 1/2	70 1/2	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
63	62 1/2	15	So. Pac. ref. 4 1/2	73 1/2	73 1/2	1/2	63	62 1/2	15	1	West. N. Y. P. 4 1/2	82	82	82	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
64	63 1/2	77	So. P. & M. 4 1/2	84	84	1/2	64	63 1/2	77	1	Wilson & Co. 6 1/2	83	83	83	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
65	64 1/2	147	Southern Ry. gen 4 1/2	84	84	1/2	65	64 1/2	147	1	Wins-Sal. Tob. 4 1/2	65	65	65	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
66	65 1/2	30	So. Ry. M. & O. col 4 1/2	56 1/2	56 1/2	1/2	66	65 1/2	30	1	Wins-Sal. Tob. 4 1/2	65	65	65	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
67	66 1/2	71 1/2	So. Ry. Mem. Div. 4 1/2	77 1/2	77 1/2	1/2	67	66 1/2	71 1/2	1	Wins-Sal. Tob. 4 1/2	65	65	65	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
68	67 1/2	78 1/2	So. Ry. Tel. 4 1/2	80 1/2	80 1/2	1/2	68	67 1/2	78 1/2	1	Wins-Sal. Tob. 4 1/2	65	65	65	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4							
UNITED STATES GOVERNMENT BONDS																													
69	68 1/2	3	TENN. C. & L. gen 4 1/2	84 1/2	84 1/2	1/2	69	68 1/2	3	100	40	80.30	88 1/2	80.18	90.18	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4						
70	69 1/2	2	Tenn. S. W. L. ref. 4 1/2	84 1/2	84 1/2	1/2	70	69 1/2	2	93	40	83.00	11	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
71	70 1/2	2	Tenn. & Pac. 1st 5 1/2	84 1/2	84 1/2	1/2	71	70 1/2	2	92	40	81.00	32 1/2	11	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4		
72	71 1/2	21	Third Adv. ref. 4 1/2	38	38 1/2	1/2	72	71 1/2	21	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
73	72 1/2	31	Third Adv. adj. 5 1/2	20	20	1/2	73	72 1/2	31	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
74	73 1/2	49	UNION PAC. 1st 4 1/2	82	82	1/2	74	73 1/2	49	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
75	74 1/2	65	Un. Pac. 1st ref. 4 1/2	73 1/2	73 1/2	1/2	75	74 1/2	65	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
76	75 1/2	61	Un. Pac. ref. 4 1/2	80 1/2	80 1/2	1/2	76	75 1/2	61	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
77	76 1/2	22	Un. Pac. 4 1/2	97 1/2	97 1/2	1/2	77	76 1/2	22	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
78	77 1/2	21	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	78	77 1/2	21	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
79	78 1/2	20	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	79	78 1/2	20	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
80	79 1/2	15	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	80	79 1/2	15	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
81	80 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	81	80 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
82	81 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	82	81 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
83	82 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	83	82 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
84	83 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	84	83 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
85	84 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	85	84 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
86	85 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	86	85 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
87	86 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	87	86 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
88	87 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	88	87 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
89	88 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	89	88 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
90	89 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	90	89 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
91	90 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	91	90 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
92	91 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	92	91 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2	102.77	85.40	84.60	84.60	1/2	98 1/2	88 1/2	12	Domin. of C. 5 1/2	97 1/2	97 1/2	1/4			
93	92 1/2	13	Un. R.R. S.P. U.T. 2d	21 1/2	21 1/2	1/2	93	92 1/2	13	44	100	84.00	4	Lib. 1st 4 1/2															

# Transactions on Out-of-Town Markets

Boston					Chicago					Philadelphia				
STOCKS					STOCKS					STOCKS				
Sales	High	Low	Last	Net	Sales	High	Low	Last	Net	Sales	High	Low	Last	Net
10 Adventure . . .	40	40	40	-10	690 A. Pick. . . . .	39 1/2	39	39 1/2	- 1/2	60 Am. Gas. . . . .	36	35	35	- 1/2
575 Alaska Gold. .	1	1	1	- 1/4	100 Am. Radiator. 70	70	70	70	- 1	598 Am. Stores. . .	43 1/2	43	43	- 1/2
25 Ahmeek . . . . .	58	58	58	+ 1/2	180 Am. Shpb. pf. 70 1/2	70	70	70	- 1	7 Am. Stores pf. 90 1/2	90 1/2	90 1/2	90 1/2	- 1/2
233 Allouez . . . . .	22	20	21	- 2	362 Armour pf. . . .	91 1/2	91 1/2	91 1/2	+ 1/2	5 Cramp Shpb. 139 1/2	139 1/2	139 1/2	139 1/2	- 1/2
405 Anaconda . . .	51 1/2	40 1/2	51 1/2	+ 1/2	3,538 Armour Lth. . .	15 1/2	15 1/2	15 1/2	- 1/2	45 Cambria Iron. 37 1/2	37 1/2	37 1/2	37 1/2	- 1/2
90 Arcadian Con. 2 1/2	2	2 1/2	2 1/2	+ 1/2	305 Armour L. pf. 94	91	91	91	- 3	633 El. Stor. Bat. 11 1/2	11 1/2	11 1/2	11 1/2	+ 1/2
538 Ariz. Com. . . .	9 1/2	8 1/2	9 1/2	- 1/2	60 Beaver Board. 42 1/2	40	42 1/2	42 1/2	+ 2 1/2	100 Gen. Asphalt. 48 1/2	48 1/2	48 1/2	48 1/2	+ 3 1/2
635 Butte & Bal. . .	94	94	94	- 1/2	1,025 Briscoe Motor 38	35	35	35	- 3	G. Asphalt pf. 77 1/2	77	77	77	- 3
4,928 Big Heart. . .	9	9	9	+ 1/2	170 Booth Fish. . . .	7	7	7	- 1/2	166 Ins. of N. A. 28	27 1/2	28	28	+ 1/2
100 Blingham . . .	8 1/2	8	8	- 1/2	100 Bunte Bros. . . .	14 1/2	14 1/2	14 1/2	- 1/2	110 Keystone Tel. 9 1/2	9 1/2	9 1/2	9 1/2	- 1/2
873 Cal. & Ariz. . .	54	52	54	+ 1/2	625 Case Flow. . . .	11 1/2	11	11	- 1/2	5,885 Lake Superior 12	9 1/2	11 1/2	11 1/2	- 1/2
92 Cal. & Hecla. 300	290	300	300	+10	50 Chi. C. & C. . . .	1	1	1	- 1/2	208 Lehigh. . . . .	57	57	57	- 1/2
2,820 Carson Hill. 23	20 1/2	22 1/2	22 1/2	- 1/2	175 C. C. & C. pf. 8	7	7	7	- 1	10 Nor. Central. 60	60	60	60	- 1/2
135 Chino . . . . .	24 1/2	24 1/2	24 1/2	- 3/4	471 Com. Edison. 101 1/2	101	101	101	- 1/2	5 Pa. Salt. . . . .	65	65	65	- 1/2
30 Centennial . . .	11	11	11	- 1/2	1,935 Cont. Motors. 8 1/2	8 1/2	8 1/2	8 1/2	- 1/2	702 Ph. Co. 6 1/2	6 1/2	6 1/2	6 1/2	- 1/2
1,533 Cop. Range. . .	36	34 1/2	34 1/2	- 1/2	200 Cudahy Pack. 80	79 1/2	80	80	- 1	1,200 Phila. Elec. .	22	21 1/2	21 1/2	- 1/2
3,070 Davis-Daly . .	7 1/2	7 1/2	7 1/2	- 1/2	25 Gt. L. D. & D. 60	60	60	60	- 2	1,795 Phila. R. Tr. 15 1/2	14 1/2	14 1/2	14 1/2	- 1/2
205 Daly-West. . .	4 1/2	4 1/2	4 1/2	+ 1/2	58 Hartman . . . . .	77	77	77	- 1/2	50 Phila. Trac. . . .	50 1/2	50 1/2	50 1/2	- 1/2
1,605 East Butte. . .	10 1/2	10 1/2	10 1/2	- 1/2	570 Hol. St. L. S. 15 1/2	15 1/2	15 1/2	15 1/2	- 1/2	1,500 Tono. Belmont 1 1/2	1 1/2	1 1/2	1 1/2	- 1/2
1,773 Franklin . . .	70	40	50	- 05	275 Hupp Motor. . .	14 1/2	13 1/2	14 1/2	- 1/2	25 Tono. Mining. 1 1/2	1 1/2	1 1/2	1 1/2	- 1/2
200 F. Kiln as. pd 2 1/2	2 1/2	2 1/2	2 1/2	- 1/2	8,282 Libby . . . . .	11 1/2	11	11 1/2	- 1/2	480 Un. Traction. 25 1/2	24 1/2	24 1/2	24 1/2	- 1/2
10 Hancock . . . .	4	4	4	- 1/2	275 Libby warr's 11 1/2	11	11 1/2	11 1/2	- 1/2	783 Un. Gas. Imp. 41	40 1/2	41	41	- 1/2
305 Helvetia . . . .	2	1 1/2	2	+ 1/2	180 Lindsay Light. 7	6 1/2	6 1/2	6 1/2	- 1/2	5 Un. Gas. I. pf 50	50	50	50	- 1/2
15 Ins. Cop. . . . .	40 1/2	40 1/2	40 1/2	- 1/2	350 Mitchell Mot. .	18 1/2	18	18 1/2	- 1/2	10 War. I. & B. . .	8 1/2	8 1/2	8 1/2	- 1/2
330 Island Creek. 53 1/2	52	54	54	- 2 1/2	1,225 Mont. Ward. .	30	28 1/2	29	- 1 1/2	15 Westm. Coal. 73	73	73	73	- 1/2
270 Isle Royale . .	20	20	20	- 2	25 Mont. W. pf. 100	100	100	100	- 1/2	40 West. J. & S. S. 36	36	36	36	- 1/2
205 Kerr Lake. . .	3 1/2	3 1/2	3 1/2	- 1/2	5,714 Nat. Leather. 10 1/2	10 1/2	10 1/2	10 1/2	+ 1/2	50 York Ry. . . . .	9	9	9	- 1/2
... Lake Copper. 3	2 1/2	2 1/2	2 1/2	- 1/2	300 Orpheum Clr. 25	25	25	25	- 1/2	15 York Ry. pf. 31	30	30	30	+ 1
50 La. Sallie. . . .	2 1/2	2 1/2	2 1/2	- 1/2	1,233 Piggy Wig. . .	32 1/2	32	32 1/2	- 1/2	BONDS				
10 Mass. Con. . . .	2 1/2	2 1/2	2 1/2	- 1/2	50 People's Gas. . .	28 1/2	28 1/2	28 1/2	- 1/2	\$2,000 Am. Gas. & E. 5 1/2	71	71	71	- 1/2
709 Mayflow. O.C. 5 1/2	4 1/2	4 1/2	4 1/2	- 1/2	25 Pub. Service. 67	67	67	67	- 1/2	14,000 E. & P. Tr. 48 1/2	52 1/2	52	52	- 1/2
510 Michigan . . . .	4	4	4	- 1/2	75 Rep. Truck. . .	39 1/2	39	39 1/2	- 1/2	1,000 L. Sup. Inc. 55	55	55	55	- 1/2
140 Mohawk . . . .	60	58 1/2	58 1/2	- 1/2	100 Root & Van. . .	32 1/2	32 1/2	32 1/2	- 1/2	1,000 L. N. con. 4 1/2	5 1/2	5 1/2	5 1/2	- 1/2
315 New Cornelia. 17	16 1/2	16 1/2	16 1/2	- 1/2	4,005 Reo Motor. . .	21 1/2	21 1/2	21 1/2	+ 1/2	2,000 L. V. Co. . . .	9 1/2	9 1/2	9 1/2	- 1/2
342 New River. . . .	27	26	26	- 1	719 Sears-Roeb. .	137	130	137	+ 2	16,000 N. Frp. 4 1/2	4 1/2	4 1/2	4 1/2	- 1/2
75 New River pf. 85	84	84	84	- 1 1/2	605 Shaw . . . . .	65	63 1/2	65	+ 1	6,000 Ph. El. 1st 5 1/2	5 1/2	5 1/2	5 1/2	- 1/2
540 Nipissing . . .	8 1/2	8 1/2	8 1/2	- 1/2	26,085 Stew-Warner. 34	27 1/2	32 1/2	32 1/2	- 1 1/2	5,000 Reading g. 4 1/2	78 1/2	78 1/2	78 1/2	- 1/2
1,215 North Butte. 14 1/2	14 1/2	14 1/2	14 1/2	- 1/2	100 Std. G. & El. 36	36	36	36	- 1/2	1,000 Un. Rys. g. 4 1/2	34	34	34	- 1/2
100 North Lake. . .	1 1/2	1 1/2	1 1/2	- 1/2	2,320 Swift & Co. .	103 1/2	103 1/2	103 1/2	- 1/2	STOCKS				
50 Ojibway . . . . .	1 1/2	1 1/2	1 1/2	- 1/2	4,747 Swift Int. . .	31	28 1/2	30 1/2	- 1/2	Sales	High	Low	Last	Net
365 Old Dominion. 21	21	21	21	- 3	100 Temtor "A" . . .	40 1/2	40	40	- 1/2	71 Cap. Trac. . . .	83 1/2	83 1/2	83 1/2	- 1/2
70 Osceola . . . . .	36	36	36	- 1/2	1,050 Thomp. J. R. 28	25 1/2	28	28	+ 1/2	22 Col. Graph. . .	22	22	22	- 1/2
70 Pond Creek. . .	14 1/2	13 1/2	14 1/2	+ 1/2	8,368 U. Car. & C. 62	58 1/2	61 1/2	61 1/2	+ 1/2	10 Dia. N. Bank. 175	171	171	171	- 1/2
193 Quincy . . . . .	44	44	44	- 3	1,955 U. Iron Wks. 20	16 1/2	19 1/2	19 1/2	- 3	10 Lib. N. Bank. 128	128	128	128	- 1/2
200 Ray Con. . . . .	13 1/2	13 1/2	13 1/2	- 1/2	190 U. Paper B. . .	27 1/2	27 1/2	27 1/2	- 1	74 Lanst. Mon. 71 1/2	71	71	71	- 1/2
1,370 Seneca . . . . .	14 1/2	13 1/2	13 1/2	- 1/2	25 Vesta Bat. . . . .	34	34	34	- 1/2	1 Mer. Lino. . . . .	123	123	123	- 1/2
10 St. Mary's L. 38 1/2	38	38 1/2	38 1/2	+ 1/2	1,100 Wahl Co. . . .	52	48	52	+ 3	20 Sec. S. & C. Bk. 200	198	198	198	- 2
90 Shannon . . . . .	1 1/2	1 1/2	1 1/2	- 1/2	920 West. Knit. M. 16	15	16	16	- 1/2	10 Wash. L. & T. 255	255	255	255	- 1/2
250 South Utah. . .	15	15	15	- 1/2	200 Wilson & Co. 52	50 1/2	50 1/2	50 1/2	- 1 1/2	82 Wash. Gas. . .	42 1/2	42 1/2	42 1/2	- 1/2
160 Superior Cop. 4 1/2	4 1/2	4 1/2	4 1/2	- 1/2	120 Wrigley . . . . .	74 1/2	70 1/2	71	- 4	132 W. Ry. & El. pf. 48	47	47	47	- 4 1/2
425 Sup. & Boston 3 1/2	3 1/2	3 1/2	3 1/2	- 1/2	575 Wrigley ris. . .	4 1/2	4 1/2	4 1/2	+ 1/2	BONDS				
228 Trinity . . . . .	1 1/2	1 1/2	1 1/2	- 1/2	BONDS					Washington				
300 Tuolumne . . .	60	60	60	+ 05	\$2,000 Armour 4 1/2	75	75	75	- 1/2	STOCKS				
228 U. S. Smelt. pf. 44	43	43	43	- 1	8,000 Armour 7 1/2	96 1/2	96 1/2	96 1/2	- 1/2	Sales	High	Low	Last	Net
1,050 Utah Apex. . .	1 1/2	1 1/2	1 1/2	- 1/2	7,000 Ch. C. Ry. 62	62	62	62	- 3 1/2	71 Cap. Trac. . . .	83 1/2	83 1/2	83 1/2	- 1/2
135 Utah Con. . . .	6	6	6	- 1/2	2,000 C. C. & C. 37 1/2	37 1/2	37 1/2	37 1/2	- 1/2	22 Col. Graph. . .	22	22	22	- 1/2
10,800 Utah Metals. 1 1/2	1 1/2	1 1/2	1 1/2	- 1/2	4,000 Ch. Rys. 62	60	62	62	+ 2	10 Dia. N. Bank. 175	171	171	171	- 1/2
100 Winona . . . . .	50	50	50	- 1/2	3,000 Com. Ed. 5 1/2	78	78	78	- 1/2	10 Lib. N. Bank. 128	128	128	128	- 1/2
633 Wolverine . . .	13 1/2	12	13	- 1/2	6,000 Swift & Co. 83 1/2	83	83	83	- 1/2	74 Lanst. Mon. 71 1/2	71	71	71	- 1/2
100 White Pine. . .	30	30	30	- 1/2	1,000 So. El. 4 1/2	60	60	60	- 1/2	1 Mer. Lino. . . . .	123	123	123	- 1/2
100 Wyandotte . . .	25	25	25	- 1/2	BONDS					20 Sec. S. & C. Bk. 200	198	198	198	- 2
RAILROADS					STOCKS					STOCKS				
90 Boat. & Alb. 125	125	125	125	- 1/2	Sales	High	Low	Last	Net	Sales	High	Low	Last	Net
223 Bos. Elev. . . .	62 1/2	61 1/2	62 1/2	+ 1/2	3,290 Abitibi . . . .	76	67	76	+ 5 1/2	71 Cap. Trac. . . .	83 1/2	83 1/2	83 1/2	- 1/2
5 Bos. Elev. pf. 83	83	83	83	+ 1/2	71 Abitibi . . . . .	67	69	69	+ 1</					



**C. F. CHILDS & CO.**SPECIALISTS IN UNITED STATES  
GOVERNMENT BONDS  
120 Broadway 208 So. La Salle St.  
NEW YORK CHICAGOLiberty Bonds  
Victory Bonds  
Old Government BondsOdd Lots Round Blocks  
Coupon—RegisteredThe Oldest House in America  
Specializing Exclusively in  
GOVERNMENT BONDS**ROBINSON & Co.**U. S. Government Bonds  
Investment Securities26 Exchange Place New York  
Members New York Stock Exchange.**FRANCIS W. COLLINS**

CONSULTING ENGINEER

INDUSTRIAL AND PUBLIC UTILITY IN-  
VESTIGATION AND OPERATIONFIFTY CHURCH STREET, NEW YORK  
(Hudson Terminal)French Gov't Victory 5s  
French Government 4s  
German Municipals**BULL & ELDREDGE,**Members New York Stock Exchange.  
20 Broad St., N. Y. Tel. Rector 8160**Lawrence Chamberlain & Co.**

Incorporated

115 Broadway New York

**"BOND TOPICS"**

Our monthly free on request for Booklet B.

**A. H. Bickmore & Co.**

111 Broadway, New York.

**MOORE, LEONARD & LYNCH**Members New York, Pittsburgh and  
Philadelphia Stock ExchangesPittsburgh Bldg. 111 B'way Btz-Carlton  
Pittsburgh New York PhiladelphiaAmerican Light & Traction  
Pacific Gas & Electric  
Western Power  
Central Petroleum  
MacQuoid & CoadyMembers New York Stock Exchange  
14 Wall St., New York. Tel. Rector 9970.Glens Falls Ins. Co.  
Ins. Co. of No. Am.  
Lehigh Valley Coal Sales Co.**JOSEPH THAL & CO.**Members New York Stock Exchange  
Phone/Rector 5000. 120 B'way, New YorkBlank Books, Bound and Loose-Leaf;  
Printing, Lithographing, En-  
graving; Office Stationery  
and Supplies.  
**WILLIAM MANN COMPANY**  
Philadelphia  
Founded in 1848  
New York Office: 261 Broadway.**Annalist Open Market**

Contributions to this list are invited from dealers and brokers of recognized standing. When bids or offers are received for the same security from more than one house the highest bid and the lowest offer are given. No consideration of any kind is accepted for the insertion of these quotations. They are given strictly as news and are as of the Friday before publication, this date being selected as the last full day of the financial week on which more quotations are available than on the half day of Saturday when many brokers are absent from their offices and on which the volume of business is relatively small. Nevertheless, it is to be recognized that changes occurring on Saturday will be reflected at the opening of the market on Monday, so that the quotations given below are subject to alteration. Address, The Open Market, Wall Street Office, The Annalist, 2 Rector Street, N. Y.

**Bonds**

UNITED STATES AND TERRITORIES			
	Bid for— At By		Offered— At By
U. S. 2s, reg. 1930.....	101 1/4	C. F. Childs & Co.....	101 1/4
Do coupon, 1930.....	101 1/4	"	101 1/4
U. S. 4s, reg. 1925.....	105 3/4	"	105 3/4
Do coupon, 1925.....	105 3/4	"	105 3/4
U. S. conversion 3s, 1945.....	80	"	80
Pan. Canal 2s, reg. 36-38.....	101	"	101 1/4
Do coupon, 1936-38.....	101	"	101 1/4
Panama 3s, reg. 1961.....	78	"	80
Do coupon.....	78	"	80

**Bonds****OTHER FOREIGN, Including Notes**

Anglo-French.....	99 1/2	Salomon Bros. & Hutzler.....	99 1/2
Argentine Govt. 5s, 1945.....	87	Bull & Eldredge.....	88 1/2
Alberta 5 1/2s, Jan. 1, 1939.....	81	Miller & Co.....	81
Do 5s, May, 1920.....	83	Lynch & McDermott.....	80
Do 6s, June 1928.....	88	"	91
Do 4 1/2s, Feb. 1, 1924.....	84	Miller & Co.....	80
Do 5s, 1925.....	85	"	88
Do 5 1/2s, 1929.....	84	"	87
British Columbia 4 1/2s, Dec. 1, 1925.....	84 1/2	McDermott & Co.....	87
Do 4 1/2s, July, 1926.....	81	"	85
Do 5s, Jan. 1, 1923.....	87	"	90
Belgian Govt. 6s, 1-yr. Jan. 21, 1925.....	98	Bull & Eldredge.....	99 1/4
Do 6s, 3-yr. Jan. 1, 1925.....	90	"	90 1/4
Calgary 5 1/2s, March, 1939.....	80	Lynch & McDermott.....	82
Canada 5 1/2s, 1921.....	97 1/2	Bull & Eldredge.....	97 1/2
Do 5s, 1920.....	88 1/2	"	80
Cuba Govt. 4 1/2s, 1940.....	71	Miller & Co.....	79
Do Internal 5s, 1905.....	71	"	79
Dominican Rep. 5s.....	83	S. Goldschmidt.....	84 1/2
Manitoba 6s, Aug. 1925.....	92	E. A. Baker & Co.....	93
Manitoba 7s, June, 1928.....	92 1/2	Lynch & McDermott.....	95
Do 5s, April, 1922.....	92	"	94 1/2
Do 5s, April, 1923.....	90	"	91 1/2
Montreal 4 1/2s, Jan. 1, 1926.....	82	"	84 1/2
Do 6s, Dec. 1, 1922.....	83 1/4	"	94 1/2
Do 6s, May, 1923.....	83 1/4	"	94 1/2
New Brunswick 5s, Dec. 1, 1926.....	85	"	89 1/2
Do 4 1/2s, 1925.....	84 1/2	E. A. Baker & Co.....	85
Do 5s, 1928.....	80	Miller & Co.....	85
Ontario 6s, April, 1925.....	94 1/2	Lynch & McDermott.....	95
Do 5s, June, 1925.....	89 1/2	"	87 1/2
Do 6s, April, 1925.....	90	E. A. Baker & Co.....	93
Do 6s, April, 1926.....	90	Miller & Co.....	93
Do 6s, February, 1928.....	92	"	93
Quebec 6s, March, 1925.....	93	Lynch & McDermott.....	95
Do 5s, June, 1924.....	93 1/2	"	98
Russian Government 5 1/2s, 1921.....	25	Bull & Eldredge.....	28
Do 6 1/2s, 1919.....	24	"	27
Saskatchewan 6s, May, 1924.....	92	Lynch & McDermott.....	94
Do 4 1/2s, July, 1926.....	82 1/2	E. A. Baker & Co.....	83 1/2
Do 4s, 1920.....	85	Miller & Co.....	89
Swedish Govt. 6s, 1939.....	81 1/2	Salomon Bros. & Hutzler.....	82 1/2
Switzerland 5 1/2s, Aug. 1, 1925.....	84 1/2	Bull & Eldredge.....	85
United Kingdom of Great Britain and Ireland 5 1/2s, 1921.....	96	"	96 1/2
Do 5 1/2s, 1922.....	96 1/2	"	96 1/2
Do 5 1/2s, 1937.....	81 1/2	"	82

**MUNICIPALS, Etc., Including Notes**

Albany (Ala.) Str. Imp. Bonds 6s, 1930.....	\$6.25	W.L. Slayton & Co., Tol.	\$6.25
Anders Twp. (Ga.) bonds 6s, 1914.....	\$6.00	"	\$6.00
Alliance (Ohio) Waterworks 5s, 1922-28.....	\$5.99	A. E. Aub & Co., Cin.	\$5.99
Augusta (Maine) coupon 4s, 1934.....	\$5.35	Estabrook & Co.	\$5.35
Boston (Mass.) 4s, 1920.....	\$5.50	"	\$5.50
Beverly (Pa.) bonds 6s, 1919.....	\$6.00	W.L. Slayton & Co., Tol.	\$6.00
Bessie (Okla.) Waterworks bonds 6s, 1941.....	\$6.25	"	\$6.25
Bowling Green (Fla.) W. W. & E. L. bonds 6s, 1939.....	\$6.25	"	\$6.25
Bryan (Ohio) Waterworks 5s, 1924-30.....	\$6.75	A. E. Aub & Co., Cin.	\$6.75
Caldwell (Pa.) Road bonds 5s, 1934-1944.....	\$6.00	W.L. Slayton & Co., Tol.	\$6.00
Clay Co. (Fla.) Rd. Dist. No. 2 bonds 6s, 1921-1926.....	\$6.75	"	\$6.75
Cleveland Twp., Johnson Co. (N. C.) bonds 5s, 1947.....	\$6.00	"	\$6.00
Comanche County (Tex.) bonds 5s, 1921-30.....	\$6.00	A. E. Aub & Co., Cin.	\$6.00
Dade County (Fla.) funding 5s, 1933.....	\$6.00	W.L. Slayton & Co., Tol.	\$6.00
Dade County (Fla.) School bonds 6s, 1928-1943.....	\$6.25	A. E. Aub & Co., Cin.	\$6.25
Delaware County (Ohio) redemption 4 1/2s, 1921.....	\$6.00	"	\$6.00
Gallopis (Pa.) bonds 6s, 1934-1944.....	\$6.00	A. E. Aub & Co., Cin.	\$6.00
Grant Par. (La.) Rd. Dist. No. 4 bonds 5s, 1926-1947.....	\$5.50	W.L. Slayton & Co., Tol.	\$5.50
Full River (Mass.) 4s, 1923.....	\$5.50	Estabrook & Co.	\$5.50
Grayson County (Texas) Road Dist. No. 1 4 1/2s, 1924-1930.....	\$6.00	A. E. Aub & Co., Cin.	\$6.00
Hickory (N. C.) Highway 5s, 1924.....	\$6.00	"	\$6.00
Hunt County (Texas) Road 5s, 1935-48-51.....	\$5.40	W.L. Slayton & Co., Tol.	\$5.40
Holmes Co. (Fla.) Rd. Dist. No. 3 bonds 6s, 1933-1939.....	\$6.00	"	\$6.00
Hawtree Twp., Warren Co. (N. C.) Rd bonds 5s, 1931-1936.....	\$5.50	"	\$5.50
Ilwaco (Or.) bonds 6s, 1930-1939.....	\$6.00	A. E. Aub & Co., Cin.	\$6.00
Iota Long Point Drainage Dist. Arcadia Par. (La.) bonds 5s, 27-41.....	\$6.00	W.L. Slayton & Co., Tol.	\$6.00
Jackson County (Ala.) Road & Bridge 5s, 1932.....	\$6.00	"	\$6.00
Jackson Co. (Miss.) Sup. Dist. Nos. 2 and 3 bids, 5 1/2s, 1928-1949.....	\$6.00	A. E. Aub & Co., Cin.	\$6.00
Jac son Co. (Tex.) Rd. Dist. No. 1 bonds 5s, 1933 top, 23-48.....	\$5.50	W.L. Slayton & Co., Tol.	\$5.50
Jefferson Par. (La.) Rd. Dist. No. 2 bonds 5s, 1929-1944.....	\$5.50	"	\$5.50
Jersey City (N. J.) gold 6s, August, 1921.....	\$5.85	Estabrook & Co.	\$5.85
Do August, 1921-25.....	\$5.75	"	\$5.75
Jonesboro (La.) E. L. & W. W. bonds 5s, 1931-1948.....	\$6.25	W.L. Slayton & Co., Tol.	\$6.25
Kiamichi Twp. (Okla.) Rd. Imp. bonds 6s, 1944.....	\$6.00	"	\$6.00
Lafayette Co. (Fla.) Spec. E. & B. Dis. 5s, 1929-1949.....	\$6.00	"	\$6.00
Lake Alfred (Fla.) Str. Imp. bonds 6s, 1925-1929.....	\$6.00	"	\$6.00
Lakeland (Fla.) Str. Imp. bonds 6s, 1929.....	\$6.25	"	\$6.25
Little Rock (Ark.) temp. loan, 1921.....	\$6.50	P.W. Chapman & Co.	\$6.50
Limestone Co. (Texas) 5s, 1924-49.....	\$6.00	"	\$6.00
Lufkin (Texas) Treasury Warrants 6s, 1941-1945.....	\$6.00	W.L. Slayton & Co., Tol.	\$6.00
Lawrence (Mass.) 5 1/2s, 1924-25.....	\$5.50	R. M. Grant & Co.	\$5.50
Matagorda Co. (Texas) D. D. No. 4 bonds 5s, 1922.....	\$6.75	W.L. Slayton & Co., Tol.	\$6.75
Monroe Co. (Fla.) school warrants 6s, 1949.....	\$6.00	"	\$6.00
New Iberia (La.) paving certif. 5s, 1924-1930.....	\$6.00	"	\$6.00
New Bedford (Mass.) reg. 5 1/2s, 1922-25.....	\$5.50	Estabrook & Co.	\$5.50
Newport (R. I.) cpn. 5 1/2s, 1923-36.....	\$5.50	"	\$5.50
New Britain (Conn.) school 4s, 1925.....	\$6.25	R. M. Grant & Co.	\$6.25
New Haven (Conn.) school district 4 1/2s, 1924-47.....	\$5.00	"	\$5.00
New York City bonds:			
Interchangeable 4 1/2s, July, '37.....	91 1/4	Bull & Eldredge.....	91 1/4
Do 4 1/2s, June, 1935.....	90 1/2	"	91 1/4
Do 4 1/2s, March, 1935.....	90 1/2	"	91 1/4
Do 4 1/2s, Nov., 1937.....	90 1/2	"	91 1/4
Do 4 1/2s, May, 1937.....	90 1/2	"	91 1/4
Do 4 1/2s, April, 1937.....	84	"	85 1/2
Do 4 1/2s, March, 1934.....	84	"	85 1/2
Do 4 1/2s, March, 1932.....	84	"	85 1/2
Do 4 1/2s, Sept., 1930.....	84	"	85 1/2
Do 4 1/2s, March, '30, op. 30.....	84	"	85 1/2
Do 4s, May, 1939.....	80 1/4	"	81 1/2
Do 4s, Nov., 1938.....	80 1/2	"	81 1/2
Do 4s, May, 1937.....	80 1/2	"	81 1/2
Registered 4s, Nov., 1936.....	79 1/2	"	81 1/2
Do 4s, Nov., 1935.....	79 1/2	"	81 1/2
Interchangeable 3 1/2s, Nov., '34.....	70	"	73
Coupon 3 1/2s, May, 1934.....	70	"	73
Reg. 3 1/2s, Nov., 1930-33, inc.....	70	"	73
Do 3 1/2s, Nov., 1940-50, inc.....	5.75	"	5.00
Do & Cou. (Serial) 4 1/2s, June, 1920-30, inc.....	6.00	"	5.00
Do & Cou. (Serial) 4 1/2s, July, 1920-32, inc.....	6.00	"	5.00
Do & Cou. (Serial) 4 1/2s, April, 1921-31, inc.....	6.25	"	5.25
Portsmouth (Ohio) Water Works 5 1/2s, 1930.....	\$5.00	A. E. Aub & Co., Cin.	\$5.00
Do sewer extension 5s, 1925-35.....	\$5.00	"	\$5.00
Putnam Co. (Fla.) Road & B. Di. No. 4, 6s, 1928-44.....	\$6.00	W.L. Slayton & Co., Tol.	\$6.00
Quitman Co. (Miss.) Road Dist. No. 4 bonds, 6s, 1929-43.....	\$6.75	"	\$6.75
Redmond Township (Okla.) Road Imp. bonds, 6s, 1943.....	\$6.00	"	\$6.00
Richland Township Imp. bonds, 6s, 1933-39.....	\$5.00	"	\$5.00
Sarasota (Fla.) W. W. E. L. Sewer & ref. bonds, 5s, 1949.....	\$5.50	"	\$5.50
Scioto County (Ohio) Flood Emergency 5s, 1934.....	\$5.00	A. E. Aub & Co., Cin.	\$5.00
St. Louis 4 1/2s, 1935.....	92	Stix & Co., St. L.	92
St. Louis School 4s, 1929.....	83	Stix & Co., St. L.	83
St. Louis City 4s, 1925-29-31.....	89 1/2	Steinberg & Co., St. L.	91 1/2
Stamford (Texas) Water Works 5s, 1923.....	\$6.00	A. E. Aub & Co., Cin.	\$6.00

WE OWN AND OFFER

**Province of Manitoba  
4s 1930**Guarantying C. N. R.  
Payable coin U. S. A.

To Yield 8 1/2%

**MILLER & CO.**Members New York Stock Exchange  
120 Broadway New York**MUNICIPAL BONDS  
BRANDON, GORDON  
AND  
WADDELL**Ground Floor Singer Building  
89 Liberty Street, New York  
Telephone Cortlandt 3183**W. H. Wagner & Co.**  
Members  
N. Y. Stock Exchange  
N. Y. Cotton Exchange  
Chicago Board of Trade  
Sent upon request  
33 New St., New York**New Haven**

Special Report—Ask for G-55

**R. H. MacMASTERS & CO.**Members Consolidated Stock Exch. N. Y.  
82-84 Broad St. New YorkExempt From Federal Income Tax  
**CITY OF BROCTON, MASS., TAX NOTES**  
Maturing April 12, 1921, 8% Interest.**SALOMON BROS. & HUTZLER**  
Members of New York Stock Exchange.  
27 Pine St. 35 Congress St.  
New York, N. Y. Boston, Mass.  
Tel. 6300 John. Tel. 5200 Main.**Mexican Eagle Oil  
SUTRO BROS. & CO.**Members New York Stock Exchange  
120 Broadway 87 St. Francois Street  
New York Montreal, CanadaSuitable for Banks  
Executors, Individuals  
Trust Companies**W. Carson Dick & Co.**Investment Bonds  
390-395 UNION ARCADE BLDG.  
Pittsburgh, Pa.**BANK AND INSURANCE  
STOCK****Morton Lachenbruch & Co.,**42 Broad Street, New York  
Chicago Detroit Philadelphia Pittsburgh**Canadian Explosives Pfd.**  
Bought—Sold—Quoted**Alfred F. Ingold & Co.**  
Telephone Rector 3991-2-3-4. 74 B'way.  
New York.**SUGAR STOCKS BANK STOCKS  
INDUSTRIAL STOCKS****J. U. KIRK & CO.**

10 Wall St., N. Y. Tel. 38 Rector.

**ARTISTIC MAGAZINE.**Contents of The New York Times Book  
Review and Magazine Section tomorrow  
include "The Third Russia" by Rupert  
Hughes; "Do We Think in Summer?"  
by Herbert S. Gorman; "The Art of  
Loafing Afoot Through Vacation" by  
Frederick O'Brien; and "Napoleon,  
the Book Lover," by Frederick Dean.  
Host of interesting articles and reviews  
on new books. Beautifully illustrated and  
printed by rotogravure.—Advt.

## Canadian Government Bonds

Bonds of the Canadian Government and Municipalities offer exceptional opportunity for sound investment. These securities, if purchased now, will yield from

**7% to 7 3/4%**

Principal and interest payable in U. S. Funds.

Write for particulars A 20.

## Wood, Gundy & Co.

Incorporated  
14 Wall Street, New York  
Toronto London, Eng. Montreal

## Canadian Government, Municipal and Corporation Securities

### A. E. AMES & CO.

Established 1889  
74 Broadway  
Toronto NEW YORK Montreal  
Telephone 8045-6 Rector

## THOMSON AND McKINNON

42 Broadway, New York  
209 S. La Salle St., Chicago  
Fletcher-Amer. Nat'l Bank Bldg., Indianapolis

Members of  
New York Stock Exchange  
New York Cotton Exchange  
New York Produce Exchange  
New Orleans Cotton Exchange  
Chicago Stock Exchange  
Chicago Board of Trade  
Winnipeg Grain Exchange  
DIRECT PRIVATE WIRES

## Montreal Tramway 5s, 1941 Canadian Car & Fdy. 6s, 1939 Rio de Janeiro 5s, 1935

Principal and Interest Payable in New York and Canada

All Canadian Issues Dealt In.

## TRUAX, HIGGINS CO.

Lewis Bldg., Montreal, Canada

## Short Term Bonds

DEALT IN ON N. Y. CURB

Specialists

## T. HALL KEYES & CO.,

25 Broad St., N. Y. Tel. Broad 7695

## Municipal and Corporation Bonds

Specialist in

## MICHIGAN ISSUES MATTHEW FINN,

82 Griswold Street,  
Detroit, Mich.

## Niagara Falls Pr. 1st 5s, '32 Buffalo Gen'l El. 1st 5s, '39 Gen'l Amer. Tank Car Pfd.

Trading Department

John Nickerson, Jr.

61 Broadway, New York.  
Telephone Bowling Green 6940.

## M. S. Wolfe & Co.

Specialists in  
Independent Oils

41 Broad St. New York  
Phone 25 Broad

## Michigan Limestone & Chemical Company and Preferred

## PURDY & CO.,

34 Pine St., New York.  
Telephone John 8174

## Annalist Open Market

### MUNICIPALS, Etc., Including Notes—Continued

	Bid for— At	Offered— By	
Tacoma (Wash.) 5s, 1947-55.....	5.50	P.W.Chapman & Co.	
Union County (N. J.) 5 1/2s, due 1926.....	5.50	J.S.Rippel & Co., N.Y.	
Wyoming (Ohio) Sewer Extension 5s, 1932-43.....	5.50	A. E. Aub & Co., Cin.	
Worcester (Mass.) 4s, 1925.....	5.75	Estabrook & Co.	

	Bid for— At	Offered— By	
Mass. reg. 3 1/2s, 1933-35.....	5.10	Estabrook & Co.	
Do reg. 3 1/2s, 1942-43.....	5.10	"	
New York:			
Canal Imp. 4 1/2s, Jan., 1964.....	100%	E. Canfield & Bro.	102
Highway Imp. 4 1/2s, Sept., 1963.....	100%	"	102
Canal Imp. 4 1/2s, Jan., '65.....	94	Bull & Eldredge.....	97
Highway Imp. 4 1/2s, March, '65.....	94	"	97
Barge Canal T. 4 1/2s, Jan., '65.....	94	"	97
Highway Imp. 4 1/2s, March, 1967.....	90	"	92 1/2
Highway Imp. 4 1/2s, March, 1962.....	90	"	92 1/2
Highway Imp. 4 1/2s, March, 1961.....	90	"	92 1/2
Highway Imp. 4 1/2s, March, 1960.....	90	"	92 1/2
Canal Imp. 4 1/2s, Jan., 1967.....	90	"	92 1/2
Canal Imp. 4 1/2s, Jan., 1962.....	90	"	92 1/2
Canal Imp. 4 1/2s, July, 1961.....	90	"	92 1/2
Canal Imp. 4 1/2s, Jan., 1961.....	90	"	92 1/2
Canal Imp. 4 1/2s, July, 1960.....	90	"	92 1/2
Barge Canal Ter. 4 1/2s, Jan., '46.....	91	"	91
Barge Canal Ter. 4 1/2s, Jan., '42.....	91	"	91

### STATE

Alabama Power 5s, 1946.....	75	Pynchon & Co.	78	Pynchon & Co.
Alabama Tr. & L. 1st 5s, 1962.....	41	A. F. Ingold & Co.	43	A. F. Ingold & Co.
Albany Southern 5s, 1939.....	60	Redmond & Co.	70	Redmond & Co.
Amer. Light & Trac. 6s, 1925.....	92	Pynchon & Co.	93 1/2	Pynchon & Co.
Am. Water Works & Elec. 5s, '34.....	53	A. F. Ingold & Co.	55	A. F. Ingold & Co.
Asheville Pr. & L. 1st 5s, '42.....	75	Redmond & Co.	85	Redmond & Co.
Baton Rouge El. 1st 5s, '39.....	68	Stone & Webster.....	73	Stone & Webster.
Bell Tel. Co. of Canada 5s, April 1, 1923.....	79	Lynch & McDermott.....	81	Lynch & McDermott.
Do 7s, 1925.....	94	"	95	"
Brasilia Tr. & L. 1st 5s, 1922.....	91	"	91	"
Birm. Ry. & L. 4 1/2s, 1934.....	51	Miller & Co.	56	Miller & Co.
Do 6s, 1937.....	51	"	56	"
Burlington Ry. & L. 1st 5s, 1932.....	82	Pynchon & Co.	85	Pynchon & Co.
Butte Elec. & Pr. 1st 5s, 1931.....	82	"	85	"
Cal. G. & E. unifying 5s, 1937.....	83	A. E. Lewis & Co., Los A.	85	A. E. Lewis & Co., Los A.
Cal. Elec. Gen. Co. 1st 5s, '48.....	71	A. E. Lewis & Co., Los A.	75	Cahn, McC. & Co., Los A.
Carolina Pr. & L. 1st 5s, 1938.....	69	Pynchon & Co.	73	Pynchon & Co.
Cape Breton Elec. 6s, 1932.....	65	Stone & Webster.....	70	Stone & Webster.
Cedar Rap. Mfg. & P. 5s, '25.....	74	Lynch & McDermott.....	75	Pynchon & Co.
Central States Elec. 5s, 1922.....	80	Pynchon & Co.	83	"
Cities Service deb. C.....	32 1/2	H. L. Doherty & Co.	32 1/2	H. L. Doherty.
Cleve. Elec. Ill. 5s, 1939.....	78	Redmond & Co.	82	Redmond & Co.
Columbia (S. C.) Ry. G. & E. 5s, 1936.....	65	"	65	Redmond & Co.
Compton Hts. Ry. 1st 5s, '23.....	87	Stix & Co., St. L.	88	Stix & Co., St. L.
Conn. Power 1st 5s, 1963.....	78	Stone & Webster.....	83	Stone & Webster.
Conn. Ry. & L. Co. 1st 4 1/2s, 1931, stamped.....	62	Redmond & Co.	65	Redmond & Co.
Cons. Trac. (N. J.) 5s, '33.....	55	B. H. & F. W. Pelzer.....	61	B. H. & F. W. Pelzer.
Cons. Wat. (Utica) 1st 5s, '30.....	80	Redmond & Co.	85	Redmond & Co.
Dallas Elec. col. 1st 5s, 1922.....	100	Stone & Webster.....	70	"
Defiance G. & E. 5s, '42.....	65	A. F. Ingold & Co.	70	A. F. Ingold & Co.
East St. Louis & Sub. 5s, '32.....	47 1/2	Steinberg & Co., St. Louis.	48 1/2	Steinberg & Co., St. L.
Eastern Tex. Elec. 5s, 1942.....	70	Stone & Webster.....	76	Stone & Webster.
Economy L. & P. Co. 1st 5s, '56.....	75	Redmond & Co.	85	Redmond & Co.
Edison Elec. (Los Angeles) 1st & ref. 5s, 1929.....	93	A. E. Lewis & Co., Los A.	95	A. E. Lewis & Co., Los A.
Eliz. & Tren. R. R. 5s, 1962.....	70	B. H. & F. W. Pelzer.....	70	B. H. & F. W. Pelzer.
El Paso Elec. 5s, 1932.....	78	Stone & Webster.....	82	Stone & Webster.
Elec. Dev. of Ont. 5s, March, '33.....	78	Lynch & McDermott.....	80	Lynch & McDermott.
Galveston Elec. 5s, 1940.....	72	Stone & Webster.....	75	"
Do 5s, 1934.....	72	"	75	"
Gen. Gas & Elec. 5s, 1922.....	54	Redmond & Co.	60	Redmond & Co.
Gl. West. Pr. 1st & ref. 6s, '49.....	83	A. E. Lewis & Co., Los A.	85	Cahn, McC. & Co., Los A.
Great West. Pr. 1st 5s, 1946.....	74 1/2	A. E. Lewis & Co., Los A.	76	A. E. Lewis & Co., Los A.
Do 5s, 1925.....	50 1/2	"	50 1/2	Cahn, McC. & Co., Los A.
Harwood Elec. Co. 1st 5s, 1939.....	75	Redmond & Co.	75	Redmond & Co.
Houston Electric 5s, 1925.....	80 1/2	"	80	Pynchon & Co.
Home Tel. & Tel. (Spokane) 1st 5s, 1936.....	70	A. E. Lewis & Co., Los A.	75	A. E. Lewis & Co., Los A.
Hoboken Ferry 1946.....	77	B. H. & F. W. Pelzer.....	77	B. H. & F. W. Pelzer.
Hydro-Elec. of Ont. 5s, '57.....	55	A. F. Ingold & Co.	60	A. F. Ingold & Co.
Hudson Co. Gas 5s, 1940.....	73	B. H. & F. W. Pelzer.....	77	B. H. & F. W. Pelzer.
J. C. H. & P. St. Ry. 4s, 1949.....	70	"	70	"
Kansas City H. T. & E. 5s, 1925.....	80 1/2	Steinberg & Co., St. Louis.	81 1/2	Steinberg & Co., St. L.
Kitchin Tel. Co. L. D. 5s, 1928.....	86	Stix & Co., St. L.	90	Stix & Co., St. L.
Do pl. 6s, 1928.....	86	"	90	"
Laurentide Power 5s, 1946.....	75	Lynch & McDermott.....	77	Lynch & McDermott.
Laclede Gas Light 7s, 1929.....	88	Steinberg & Co., St. L.	89	Steinberg & Co., St. L.
Do 5s, 1934.....	72	"	73	"
Leco, & Mach. Co. of Montreal 4s, 1924.....	84	Lynch & McDermott.....	86	Lynch & McDermott.
Los Angeles Ry. Corp. 1st & ref. 5s, due 1940.....	74	A. F. Lewis & Co., Los A.	80	Cahn, McC. & Co., L. A.
Los Angeles Ry. 1st 5s, 1938.....	70	"	71	"
Los Angeles Elec. 5s, 1930.....	79	"	80 1/2	A. E. Lewis & Co., Los A.
Los Angeles Pac. 1st & ref. 4s, '50.....	70	"	71	"
Madison River Pr. 1st 5s, 1935.....	79	A. F. Ingold & Co.	82	A. F. Ingold & Co.
Middle West Utilities 5s, 1925.....	81	A. H. Bickmore & Co.	84	A. H. Bickmore & Co.
Memphis St. Ry. 5s, 1945.....	58	Miller & Co.	62	Miller & Co.
Miss.-Ed. Elec. Co. 1st 5s, 1927.....	80	Stix & Co., St. L.	84	Stix & Co., St. L.
Miss. River Power 1st 5s, 1931.....	72 1/2	Stone & Webster.....	73 1/2	Stone & Webster.
Mil. Elec. Ry. & L. 5s, 1926.....	87	A. F. Ingold & Co.	87	A. F. Ingold & Co.
Montreal Tramway 5s, 1941.....	70	Lynch & McDermott.....	71	Lynch & McDermott.
Montreal L. H. & P. 4 1/2s, Jan., 1932.....	75	"	77	"
Do (Lachine) 5s, April, 1933.....	78	"	79	"
Mount Whitney Pr. 6s, 1939.....	89	A. E. Lewis & Co., Los A.	92	A. E. Lewis & Co., L.A.
New England Pr. 1st 5s, 1951.....	78	Pynchon & Co.	81	Pynchon & Co.
New Orleans Ry. & L. 4 1/2s, 1935.....	73	"	74	"
New-Cal. Pr. 1st 5s, 1927.....	86	A. E. Lewis & Co., Los An.	86	A. E. Lewis & Co., L.A.
N. Y. & Hoboken Ferry 5s, 1946.....	77	"	77	B. H. & F. W. Pelzer.
No. Jersey St. Ry. 4s, 1948.....	46	"	46	"
N. Y. & Westchester Lg. 4s, 2004.....	65	Redmond & Co.	65	Redmond & Co.
Northern Texas Elec. 5s, 1940.....	69	Stone & Webster.....	72	Stone & Webster.
North. Ohio Trac. & L. 7s, 1926.....	68	Pynchon & Co.	71	Pynchon & Co.
Omaha & C. B. 5s, 1928.....	67	A. E. Lewis & Co., Los A.	70	A. E. Lewis & Co., L.A.
Pacific Electric Ry. 5s, 1942.....	40	Stone & Webster.....	40	Stone & Webster.
Pennacola Electric 5s, 1931.....	82	A. E. Lewis & Co., Los A.	83 1/2	A. E. Lewis & Co., L.A.
Pac. L. & Power 1st 5s, 1942.....	81 1/2	"	82 1/2	"
Pac. L. & P. 5s, 1930.....	77	A. F. Ingold & Co.	77	A. F. Ingold & Co.
Portland (Ore.) Ry. 5s, 1930.....	52	Redmond & Co.	52	Redmond & Co.
Rio de J. Tramway & P. 5s, 1935.....	62 1/2	Lynch & McDermott.....	64 1/2	Lynch & McDermott.
Riverdale Traction 5s, 1960.....	70	B. H. & F. W. Pelzer.....	70	B. H. & F. W. Pelzer.
St. Joseph L. P. 5s, 1920.....	81	E. E. Lorton & Co., Los A.	82 1/2	A. E. Lewis & Co., L.A.
St. Louis Transit 5s, 1924.....	25	Steinberg & Co., St. L.	27 1/2	Steinberg & Co., St. L.
St. Louis & Suburban 5s, 1921.....	80	"	80	"
Do gen. 5s, 1925.....	40 1/2	"	42	"
St. L. Ry. (D'way) 4 1/2s, 1920.....	94	"	94	"
Seattle Elec. 5s, 1929.....	76	Stone & Webster.....	81	Stone & Webster.
So. Cal. Edison 7s, 1930.....	79	Pynchon & Co.	81	Pynchon & Co.
So. Cal. Edison g. m. 5s, 1939.....	78 1/2	A. E. Lewis & Co., Los A.	80 1/2	A. E. Lewis & Co., L.A.
Do 1st & ref. 6s, 1944.....	87 1/2	"	88 1/2	"
So. Cal. Gas 6s, 1950.....	82	"	82	"
Syracuse Lighting Co. 1st 5s, 1951.....	79	Redmond & Co.	80	Redmond & Co.
Tampa (Fla.) Elec. 1st 5s, 1933.....	82	Lynch & McDermott.....	84	Stone & Webster.
Toronto Power 5s, 1924.....	78	Lynch & McDermott.....	82	Lynch & McDermott.
Twin States Gas & Elec. 5s, 1953.....	40	A. H. Bickmore & Co.	45	A. H. Bickmore & Co.
United Rys. (St. L.) 4s, 1934.....	42	Steinberg & Co., St. L.	43	Steinberg & Co., St. L.
Wash.-Idaho W. L. & P. 6s, '41.....	61	A. F. Ingold & Co.	70	A. F. Ingold & Co.
Western L. & P. 5s, 1925.....	62	"	65	"

### PUBLIC UTILITIES

Alabama Power 5s, 1946.....	75	Pynchon & Co.	78	Pynchon & Co.
Alabama Tr. & L. 1st 5s, 1962.....	41	A. F. Ingold & Co.	43	A. F. Ingold & Co.
Albany Southern 5s, 1939.....	60	Redmond & Co.	70	Redmond & Co.
Amer. Light & Trac. 6s, 1925.....	92	Pynchon & Co.	93 1/2	Pynchon & Co.
Am. Water Works & Elec. 5s, '34.....	53	A. F. Ingold & Co.	55	A. F. Ingold & Co.
Asheville Pr. & L. 1st 5s, '42.....	75	Redmond & Co.	85	Redmond & Co.
Baton Rouge El. 1st 5s, '39.....	68	Stone & Webster.....	73	Stone & Webster.
Bell Tel. Co. of Canada 5s, April 1, 1923.....	79	Lynch & McDermott.....	81	Lynch & McDermott.
Do 7s, 1925.....	94	"	95	"
Brasilia Tr. & L. 1st 5s, 1922.....	91	"	91	"
Birm. Ry. & L. 4 1/2s, 1934.....	51	Miller & Co.	56	Miller & Co.
Do 6s, 1937.....	51	"	56	"
Burlington Ry. & L. 1st 5s, 1932.....	82	Pynchon & Co.	85	Pynchon & Co.
Butte Elec. & Pr. 1st 5s, 1931.....	82	"	85	"
Cal. G. & E. unifying 5s, 1937.....	83	A. E. Lewis & Co., Los A.	85	A. E. Lewis & Co., Los A.
Cal. Elec. Gen. Co. 1st 5s, '48.....	71	A. E. Lewis & Co., Los A.	75	Cahn, McC. & Co., Los A.
Carolina Pr. & L. 1st 5s, 1938.....	69	Pynchon & Co.	73	Pynchon & Co.
Cape Breton Elec. 6s, 1932.....	65	Stone & Webster.....	70	Stone & Webster.
Cedar Rap. Mfg. & P. 5s, '25.....	74	Lynch & McDermott.....	75	Pynchon & Co.
Central States Elec. 5s, 1922.....	80	Pynchon & Co.	83	"
Cities Service deb. C.....	32 1/2	H. L. Doherty & Co.	32 1/2	H. L. Doherty.
Cleve. Elec. Ill. 5s, 1939.....	78	Redmond & Co.	82	Redmond & Co.
Columbia (S. C.) Ry. G. & E. 5s, 1936.....	65	"	65	Redmond & Co.
Compton Hts. Ry. 1st 5s, '23.....	87	Stix & Co., St. L.	88	Stix & Co., St. L.
Conn. Power 1st 5s, 1963.....	78	Stone & Webster.....	83	Stone & Webster.
Conn. Ry. & L. Co. 1st 4 1/2s, 1931, stamped.....	62	Redmond & Co.	65	Redmond & Co.
Cons. Trac. (N. J.) 5s, '33.....	55	B. H. & F. W. Pelzer.....	61	B. H. & F. W. Pelzer.
Cons. Wat. (Utica) 1st 5s, '30.....	80	Redmond & Co.	85	Redmond &



## Foreign Securities

## Foreign Currency

## Foreign Cheques

Bought and Sold

**DUNHAM & C**  
SPECIALISTS  
43 Exchange Place, New York  
Telephone 8300-16 Hanover.

## Canadian Provincial

And

## Municipal Bonds

## Standard Oil Stocks

**E. A. Baker & Son**

15 Broad St., N. Y. Tel. Hanover 1011

We specialize in  
Seaboard Air Line

Ref. 6s, 1945

**CARRUTHERS, PELL & CO.**

15 Broad St. Phone 5161 Hanover

## Philadelphia Markets

Telephone Canal 4845

Direct Connection

**McCown & Co.**Members Philadelphia Stock Exchange  
Land Title Bldg., Philadelphia

## Union Tank Line

7% Equip., 1930

**Nat. City Bank**  
Stock & Rights**Holmes, Bulkley & Wardrop**Members N. Y. & Pittsburgh Stock Exchanges  
61 Broadway, N. Y. Tel. Bowling Green 6489  
Direct Private Wire to Pittsburgh.**James M. Leopold & Co.**Members New York Stock Exchange  
7 Wall St., N. Y. Tel. Rector 1030New York, Bond & Rosario  
Hale & Kilburn  
Vandalia Coal Pfd.  
Hydraulic Pressed Brick  
White RockGuaranteed & Prof. R. R. & Tel. Stocks  
Trenton Pottery Co.  
Brunswick-Balke-Colander Co. Pfd.  
Pittsburg, Rossmore & Lake Erie Pfd.**A. M. Kidder & Co.**  
5 Nassau St., N. Y. Tel. Rector 3780.Sound Mind in a  
Healthy BodyArthur McGovern builds up the  
body so that the mind shares the  
renovation.  
Brain and body restored by his  
scientific methods.**McGOVERN'S GYMNASIUM,**

5 West 66th Street.

Telephone Columbia-2225-2100.

## Annalist Open Market Offerings of the Week

## INDUSTRIAL AND MISCELLANEOUS—Continued

—Bid for—		—Offered—	
At	By	At	By
Am. Oil Fields 1st 6s, 1930.....	82	A. E. Lewis & Co., Los A.	84
Am. Steel Foundries 4s, 1923.....	92	F. A. Baker & Co.	92
Atlas Portland Cement 6s, 1925.....	92	Carruthers, Pell & Co.	93
Bass C. I. & L. 6s, 1931.....	100	H. I. Nicholas & Co.	100
Calumet Coal 6s, 1922.....	95	Lynch & McDermott.....	81
Canadian Car & Pkg. 6s, Dec. '30	70	E. A. Baker & Co.	80 1/2
Consolidation Coal 5s, 1930.....	68 1/2	"	80 1/2
Do 6s, 1923.....	69 1/2	"	80 1/2
Do 4 1/2s, 1934.....	72 1/2	Miller & Co.	73 1/2
Dominion Iron & Steel 5s, 1929.....	70	"	73 1/2
Do 6s, 1930.....	80	Lynch & McDermott.....	82
Dominion Coal 5s, 1940.....	80	Carruthers, Pell & Co.	80
Fairmont Coal 5s, 1931.....	77	A. F. Ingold & Co.	92
General Baking 6s, 1930.....	81	"	92
Huntington Land & Imp. 1st col.	8.00	A. E. Lewis & Co., Los A.	7.50
trust 6s, 1936.....	8.00	I. H. Brooks & Co., St. L.	96
Klotzbrow Co. 1st 6s, 39.....	87	Redmond & Co.	72
Lima Loco. Corp. 1st 6s, 1930.....	97	E. A. Baker & Co.	70
Int. r. Salt 5s.....	99	"	70
International Paper 5s, 1935.....	99	A. F. Ingold & Co.	92
Marquette Iron 7s, 1927.....	93	Carruthers, Pell & Co.	92
March. Coal joint 5s, 1924.....	98	Stix & Co., St. Louis.	42
Mississippi Glass 6s, 1924.....	98	Carruthers, Pell & Co.	42
Monon. Coal Co. 1st s. l. 5s.....	97	H. I. Nicholas & Co.	85
Norm. Coal 5s.....	97	"	85
Oxford Paper 6s, 1930.....	76	Carruthers, Pell & Co.	80
Pleasant Valley Coal 5s, 1928.....	76	E. A. Baker & Co.	80
Pocahontas Collieries 5s, 1937.....	96	Carruthers, Pell & Co.	73
Queenshilling Coal 6s, 1935.....	96	"	85
Rtscof Mining 5s, 1925.....	90	E. A. Baker & Co.	101
Rocky Mountain Coal & Iron 5s, 1931	80	"	101
Rordan Pulp & Paper 6s, 1923.....	80	Miller & Co.	85
Solvay Proc. Co. 1st 5s, 1930.....	91	E. A. Baker & Co.	100
Standard Motor Co. 1st 6s, 1927.....	98	Carruthers, Pell & Co.	100
Standard Steel Works 1st 5s, '28.....	96	"	100
St. C. Steel 5s, 1924.....	97	H. I. Nicholas & Co.	82
St. Clair Furn. 5s, 1921-30.....	7.50	E. A. Baker & Co.	92
St. Law. Pulp & Lum. 1st 6s, '33.....	85	"	92
Safety Ins. Wire & C. 1st 6s, '42.....	77	H. I. Nicholas & Co.	96
Sen-Sen Chick 6s, 1923.....	88	Holmes, Bulkley & W.	96
Taylor Wharton Iron & Steel 6s, '42.....	88	"	96
Top. Edison 5s, 1930.....	83	E. A. Baker & Co.	75
Union Steel 5s, 1932.....	94	"	75
U. S. Steel 5s, 1931.....	94	E. A. Baker & Co.	75
Welching & Sales Co. 5s, 1931.....	93 1/2	"	75
West Va. Pulp & Paper 1st 5s, '24.....	93 1/2	E. A. Baker & Co.	75
West Ky. Coal 5s, 1925.....	93	Holmes, Bulkley & W.	95
West. Mich. 5s, '40.....	93	"	95

## Notes

## Notes

## RAILROADS

—Bid for—		—Offered—	
At	By	At	By
Canadian Pac. 6s, March, 1924.....	92 1/2	Salomon Bros. & Hutzler.....	93 1/2
Cleve., C. C. & St. L. 6s, 1923.....	87 1/2	Bull & Eldredge.....	86
Gl. Northern Ry 6s, Sept., 1920.....	39 1/2	"	39 1/2
Hocking Valley 6s, 1924.....	93 1/2	"	94
Kansas City Terminal 6s, 1923.....	93 1/2	Salomon Bros. & Hutzler.....	93 1/2
N. Y. Central 6s, Sept., 1920.....	39 1/2	"	39 1/2
Penn. 4 1/2s, June, 1921.....	39 1/2	"	39 1/2
Southern Railway 6s, 1922.....	92 1/2	Bull & Eldredge.....	93
St. Paul Union Depot 5s, 1923.....	92 1/2	"	93

## PUBLIC UTILITIES

—Bid for—		—Offered—	
At	By	At	By
Baton Rouge Elec. 7s, Jan., 1925.....	97	Stone & Webster.....	98 1/2
Dallas Electric 6s, 1921.....	100	"	96
L. J. Paso Elec. 5s, 1923.....	95	Stone & Webster.....	96
E. Bay Water c. t. 6s, 1922.....	94	Cahn, McCabe & Co., L. A.	95 1/2
Edison Elec. 1st ref. 5s, 1922.....	94	"	95 1/2
Minn. & Ont. P. 6s, 1921.....	93	A. F. Ingold & Co.	95
Ontario Power 6s, 1921.....	93	"	95
Southeastern Bell Tel. 7s, 1923.....	94	Steinberg & Co., St. L.	97 1/2
Twin States Gas & El. 7s, 1921.....	96	A. H. Bickmore & Co.	99

## INDUSTRIAL AND MISCELLANEOUS

—Bid for—		—Offered—	
At	By	At	By
Am. Cotton Oil 6s, Sept., 1924.....	89 1/2	Salomon Bros. & Hutzler.....	90
Am. Tel. Tel. 6s, Feb., 1924.....	92	"	92 1/2
Do 6s, 1922.....	93 1/2	Mann, Pell & Peake.....	94
Anglo-Am. Oil 7 1/2s, 1925.....	90 1/2	Bull & Eldredge.....	90 1/2
Am. Tobacco 7s, 1920.....	90 1/2	"	100 1/2
Do 7s, 1921.....	90 1/2	"	100
Do 7s, 1922.....	90 1/2	"	99 1/2
Armour & Co. 6s, 1921 to 1922.....	96 1/2	Salomon Bros. & Hutzler.....	96 1/2
Associated Sim. Hard. 7s, 1925.....	96 1/2	Steinberg & Co., St. L.	97
Bethlehem Steel 7s, 1922.....	98	Salomon Bros. & Hutzler.....	98 1/2
Cudahy Packing 7s, 1923.....	97 1/2	Bull & Eldredge.....	97 1/2
Fed. Land Bk. Farm Loan bonds:		Mann, Pell & Peake.....	97 1/2
4 1/2s, May, 1930, op. 24.....	87	Bull & Eldredge.....	88 1/2
4 1/2s, Nov., 1930, op. 23.....	87	"	88 1/2
5s, May, 1930, op. 23.....	94	"	95 1/2
Federal Sugar Ref., Jan., 1924.....	92 1/2	"	94
Goodrich Co. (R. F.) 7s.....	91 1/2	Salomon Bros. & Hutzler.....	91 1/2
Gulf Oil Corp. 6s, July, 1921.....	96 1/2	Bull & Eldredge.....	97
Do 6s, July, 1922.....	96	"	97
Lehigh Valley 6s, 1921.....	93	"	95 1/2
Legett & Myers 6s, 1921.....	88	B. Bogart & Co.	91
Loose & G. 7s, March, 1921.....	90 1/2	Salomon Bros. & Hutzler.....	100
Do 7s, March, 1922.....	90 1/2	"	99 1/2
Do 7s, March, 1923.....	90 1/2	Bull & Eldredge.....	96 1/2
Reynolds, R. J. 6s, 1923.....	97 1/2	Mann, Pell & Peake.....	96
Swift & Co. 6s, 1921.....	97 1/2	Bull & Eldredge.....	97 1/2
U. S. Rubber 7s, 1923.....	97 1/2	Salomon Bros. & Hutzler.....	98
Utah Securities 6s, 1922.....	88	Bull & Eldredge.....	97 1/2
Western Electric 7s, 1925.....	97 1/2	"	97 1/2

## Stocks

## Stocks

## BANKS

—Bid for—		—Offered—	
At	By	At	By
America.....	200	C. Gilbert.....	210
American Exchange National.....	200	"	270
Atlantic National.....	215	"	200
Battery Park.....	100	C. Gilbert.....	100
Bowery.....	425	"	180
Bryant Park.....	250	C. Gilbert.....	180
Bronx National.....	150	"	180
Broadway Central.....	250	"	180
Butchers & Drovers.....	35	"	40
Chase.....	385	"	403
Chatham & Phenix.....	270	M. Lachenbruch & Co.	280
Chemical National.....	580	C. Gilbert.....	590
Chesapeake Exchange.....	145	"	155
City National.....	365	"	375
City National rts.....	92	McDonnell & Co.....	93
Coal & Iron.....	180	C. Gilbert.....	200
Columbia.....	250	"	222
Commerce National.....	218	"	440
Corn Exchange.....	430	"	225
Commonwealth.....	215	"	120
Cosmopolitan.....	110	"	120
Commercial Exchange.....	425	"	120
Cuba.....	185	Miller & Co.....	190
Fifth Avenue.....	225	C. Gilbert.....	240
Greenwich.....	225	"	240
Gotham.....	190	"	200
Garfield.....	220	"	240
Harriman.....	325	"	325
Hanover.....	810	"	830
Importers & Traders.....	815	"	830
Irving.....	202	"	208
Liberty.....	305	"	305
Lincoln.....	340	"	345
Manhattan.....	205	"	215
Mutual.....	400	"	400
Metropolitan.....	440	C. Gilbert.....	450
Mechanics & Metals.....	320	"	328
National Park.....	470	M. Lachenbruch & Co.	480
New Netherlands.....	185	C. Gilbert.....	185
New York N. E. & A.....	460	"	480
Public.....	325	"	345
Pacific.....	270	"	275
Seaboard.....	270	"	275
State.....	200	"	200
Second National.....	425	"	475
Twenty-third Ward.....	260	C. Gilbert.....	175
United States.....	165	"	165
Union Exchange Bank.....	175	"	175
Washington Heights.....	325	"	325
Yorkville.....	375	"	375

City of Cleveland, Ohio, \$830,000 5 1/2 per cent. bonds, due serially 1930 to 1939, inclusive, and exempt from all Federal income taxation. The bonds are of the same issue as \$1,334,000, due in 1940 to 1970, inclusive. This issue is a legal investment for savings banks and trust funds in New York, Massachusetts and Connecticut. Offered at prices to yield 5.30 to 5.35 per cent. by Eldridge & Co.

City of Cincinnati, Ohio, \$765,000 6 per cent. direct obligation bonds, due July 1, 1940 and 1950. The issue is exempt from all Federal income taxes and is a legal investment for savings banks and trust funds in New York, Connecticut and elsewhere and is acceptable as security for postal savings deposits. The issue was authorized at an election and constitutes a direct obligation of the city. The bonds are issued for street and sewer improvements. Maturities are \$170,000, due July 1, 1940, optional July 1, 1930, and \$594,500 due July 1, 1940, and optional July 1, 1930. Offered by the William R. Compton Company, White, Weld & Co. and the Detroit Trust Company at prices yielding about 5.35 per cent. to optional date and 6 per cent. thereafter.

City of Salisbury, N. C., \$265,000 6 per cent. improvement bonds, due 1923 to 1925, to yield from 6 to 6.375 per cent. The financial statement of the city shows assessed valuation estimated for 1929 as \$18,000,000 with net debt totaling only \$794,643. Offered by R. M. Grant & Co. The issue is exempt from all Federal income taxes.

City of Des Moines, Iowa, \$250,000 6 per cent. general obligation bonds, maturing July 1, 1935 to 1939, inclusive, and exempt from all Federal income taxes. The city, which is the capital of Iowa, has a net debt of less than 2% per cent. of the value of taxable property in 1929. The bonds are a direct and general obligation of the entire city and are payable from an unlimited tax upon all taxable property therein. They are a legal investment for savings banks and trust funds in New York, Massachusetts and Connecticut. Offered by R. M. Grant & Co. at prices to yield 5.30 per cent.

Stateville, N. C., \$40,000 water and sewer 6 per cent. bonds, due Ap. 1, 1923 to 1930, inclusive. Stateville is the county seat in a rich and fertile agricultural section of the State and its net debt is about 4 per cent. of assessed property valuation. There is no limit to the taxing power to pay interest and principal of the issue. Offered by Spitzer, Rorick & Co. at 98 and interest to yield more than 6 per cent.

City of Rochester, N. Y., \$200,000 3 1/2 per cent. registered bonds, due May 1, 1935. Offered by Eldridge & Co. The issue is a legal investment for savings banks and trust funds in New York, Massachusetts and Connecticut.

Eastabrook & Co. offered an issue of South Bend Indiana, 6 per cent. coupon bonds due September 1925, 1930, 1935 and 1940 at prices to yield from 5.25 per cent. to 5 1/2 per cent. The bonds are a legal investment for savings banks and trust funds in New York, New Jersey and all of the New England States.

Lakewood, Ohio, \$175,000 6 per cent. school district bonds due serially Oct. 1, 1930 to 1935, inclusive and exempt from Federal income tax. Offered by Stacy and Braun at prices to yield 5.70 per cent. to any maturity.

City of Youngstown, Ohio, \$344,000 6 per cent. direct obligation coupon bonds, due serially June 1, 1924, to 1934, inclusive, and exempt from Federal income taxes. The issue is also a legal investment for savings banks and trust funds in New York, Massachusetts, Connecticut and elsewhere, and is eligible as security for Postal Savings deposits at 90 per cent. of par value. The issue is a direct obligation of the city, which is the largest steel city in Ohio, and is payable from taxes levied against all property within its limits. Offered by William R. Compton & Co. and Halsey Stuart & Co. at prices to yield from 5.40 per cent. to 5 1/2 per cent., according to maturity.

Arthur Lipper & Co. offered a limited amount of the adjustment mortgage gold 6 per cent. bonds of the St. Louis-San Francisco Railway Company at 6 1/2 flat, to yield about 10 per cent., and if held to maturity to yield about 11 per cent. The road was one of the few to earn more than its standard return last year, and it is estimated that the net operating income for the first half of 1929 will show an increase of about 25 per cent. over the corresponding period a year ago.

Mobile Cotton Mills, \$1,500,000 first mortgage 7 per cent. serial gold bonds, dated Feb. 15, 1920, and due \$150,000 annually, 1921 to 1939, inclusive. Principal and interest are unconditionally guaranteed by indorsement by the Standard Textile Products Company, formerly the Standard Oilcloth Company. The issue is also free from any tax or taxes deductible at the source up to 4 per cent. The bonds are secured by first mortgage lien on the entire property of the Mobile Cotton Mills, which operates mills at Mobile, Ala.; McComb, Miss., and Selma, N. C. Earnings of the guarantor company since 1916 have averaged more than \$1,200,000 a year. After all charges and taxes the average balance available for dividends and depreciation over the same period has been equal to more than twelve times the annual interest on this issue. All maturities of the bonds were offered by William A. Read & Co. and the First National Bank at prices to yield 8 per cent.

Halsey, Stuart & Co. offered Utah-Idaho Sugar Company first mortgage serial 7 per cent. gold bonds, due annually July 1, 1921 to 1930, inclusive. The company is one of the largest producers of beet sugar in the United States, and has been in successful operation since 1881. Its financial statement as of Feb. 23, 1929, adjusted to include the financing showed total net assets of \$2,776,424, applicable to this issue of \$3,000,000 principal amount of bonds. The issue is secured by a closed first mortgage on the company's properties (except certain farm lands) and is subject only to a purchase money mortgage of \$600,000, due 1921-3, on one of its fifteen active factories. Net profits for four years ended with last February averaged \$8,122,943. The maximum annual interest charges on these bonds is \$560,000. The issue is followed by \$23,730,000 par value capital stock, upon which dividends are being paid at the rate of 8 per cent. annually. Offered at prices to yield 7 1/2 per cent. to any maturity.

## Denver Securities

The exceptional facilities offered by our trading department is available to brokers nationally.

We invite your inquiry and assure the best possible service.

**Barnette-Rowell & Co.,**  
Cooper Bldg., Denver, Colo.

## Annalist Open Market Annalist Open Market

## TRUST COMPANIES

	Bid for— At	By	Offered— At	By
Bankers	365	C. Gilbert	375	C. Gilbert
Brooklyn	490	"	510	"
Central Union	365	"	375	"
Columbia	315	"	315	"
Commercial	155	"	165	"
Empire	300	"	300	"
Equitable	294	"	300	C. Gilbert
Farmers' Loan & Trust	284	"	290	"
Fidelity Inter.	200	"	210	"
Fidelity Trust (Newark)	250	A. F. Ingold & Co.	255	A. F. Ingold & Co.
Fulton	270	C. Gilbert	270	C. Gilbert
Guaranty	338	M. Lachenbruch & Co.	345	"
Hamilton	255	C. Gilbert	265	"
Hudson	155	"	160	"
Kings County	130	"	135	C. Gilbert
Lincoln (Nat.)	150	"	155	"
Lawyers Title Ins. & Trust	135	"	145	C. Gilbert
Manufacturers	195	"	205	"
Metropolitan	290	"	300	"
Mercantile	200	"	210	"
N. Y. L. Ins. & T.	525	"	535	"
New York	275	"	280	C. Gilbert
People's	310	"	318	M. Lachenbruch & Co.
Title Guarantee & Trust	400	"	410	C. Gilbert
U. S. Mortgage & Trust	400	"	410	"
United States	500	"	550	"

## INSURANCE STOCKS

American Surety	65	R. S. Dodge & Co.	72	R. S. Dodge & Co.
Continental Fire	68	Webb & Co.	71	Webb & Co.
Fid. Phenix	525	"	545	"
Franklin	105	"	110	"
Great American	255	"	261	"
Home Fire Insurance	55	"	55	"
National Liberty	100	"	100	"
National Surety	188	R. S. Dodge & Co.	191	R. S. Dodge
New Jersey Fire	123	Webb & Co.	122	Webb & Co.
Niagara Fire Insurance Co.	123	"	123	"
United States Fire	50	"	50	"
Westchester	34	"	37	Webb & Co.

## PUBLIC UTILITIES

Adirondack Elec. Power	14	E. & C. Randolph	17	E. & C. Randolph
Do pf.	72	MacQuid & Co.	74	"
American Gas & Elec. (850)	96	"	100	MacQuid & Co.
Do pf.	34	"	35	Pynchon & Co.
American Light & Traction	112	"	115	"
Do pf.	81	"	84	MacQuid & Co.
American Power & Light	45	"	47	Pynchon & Co.
Do pf.	65	"	67	Stone & Webster
Baton Rouge El. pf.	65	Stone & Webster	67	Stone & Webster
Carolina Power & Light	27	Pynchon & Co.	27	MacQuid & Co.
Cincinnati Gas & Electric	67 1/2	Westheimer & Co., Cin.	67 1/2	Westheimer & Co., Cin.
Cincinnati Gas Transportation	97	A. & J. Frank, Cin.	100	A. & J. Frank, Cin.
Columbia Elec. pf.	25	Stone & Webster	26	Stone & Webster
Cities Service	27 1/2	H. L. Doherty	27 1/2	H. L. Doherty
Do pf.	64 1/2	"	65 1/2	"
Do pf. B.	24 1/2	"	25 1/2	"
Commonwealth P. & L.	16	Pynchon & Co.	16	Pynchon & Co.
Do pf.	36	"	36	"
Conn. Power pf.	7	Stone & Webster	8	Stone & Webster
Consol. Traction	60	Stone & Webster	60	Stone & Webster
Eastern Texas Electric	60	Stone & Webster	60	Stone & Webster
El Paso Electric	70	Pynchon & Co.	70	MacQuid & Co.
Elec. Bond & Share pf.	70	Pynchon & Co.	70	MacQuid & Co.
Eliz. & Trenton R. R.	15	H. L. & F. W. Peizer	15	"
Do pf.	15	"	15	"
Federal Light & Traction	7	E. & C. Randolph	9	E. & C. Randolph
Do pf.	42	MacQuid & Co.	43	Stone & Webster
Georgetown Electric	17	Stone & Webster	17	Stone & Webster
Do pf.	55	"	55	"
Middle West Utilities pf.	10	A. H. Hickmore & Co.	10	A. H. Hickmore & Co.
Mississippi River Power	10	Stone & Webster	12 1/2	Stone & Webster
Do pf.	48	"	51	"
Northern States Power	27	MacQuid & Co.	27	MacQuid & Co.
Do pf.	27	Pynchon & Co.	27	Stone & Webster
North Texas Elec.	70	Stone & Webster	70	Stone & Webster
Do pf.	66	"	66	"
Pacific Gas & Electric pf.	80	Pynchon & Co.	81	Pynchon & Co.
Puget Sound Power & Light	33	Stone & Webster	33	Stone & Webster
Do pf.	33	"	33	"
Republic Ry. & Light	7	MacQuid & Co.	7	MacQuid & Co.
Do pf.	28	"	28	"
Riverdale Traction	10	H. L. & F. W. Peizer	10	"
Do pf.	17	"	17	"
San Joaquin L. & P.	6	A. E. Lewis & Co., Los An.	8	A. E. Lewis & Co., L.A.
Do pf.	6	"	6	"
South Cal. Edison	81	"	82	"
Do pf.	92	"	95	"
Standard Gas & Electric	12	Pynchon & Co.	14	Pynchon & Co.
Do pf.	107	"	107	"
Tampa Electric	107	Stone & Webster	107	Stone & Webster
Tenn. Ry. Light & Power	10 1/2	MacQuid & Co.	11	MacQuid & Co.
Do pf.	10 1/2	"	10 1/2	"
United Light & Railways	2	Pynchon & Co.	2 1/2	Pynchon & Co.
Do pf.	54	"	57	"
Western Power	19	MacQuid & Co.	22	MacQuid & Co.
Do pf.	60	"	62	"

## INDUSTRIAL AND MISCELLANEOUS

Aluminum Mfg. pf.	80	Mann, Pell & Peake	85	Mann, Pell & Peake
Amalgamated Lumber	184	R. S. Dodge & Co.	188	Pynchon & Co.
Amer. Brass	38	Williamson & Squire	40	Williamson & Squire
Amer. Chicel	60	"	65	"
Amer. Cyanamid	35	R. S. Dodge & Co.	35	"
Do pf.	35	"	35	"
All American Cables	100	A. M. Kidder & Co.	105	A. M. Kidder & Co.
American Tel. & Cable Co.	48	"	48	"
Amer. Radiator	60 1/2	Pynchon & Co.	60 1/2	Pynchon & Co.
Amer. Rolling Mills	60 1/2	A. & J. Frank, Cin.	60 1/2	A. & J. Frank, Cin.
Do pf.	64	"	64	"
Amer. Stone	122	Steinberg & Co., St. L.	127	Steinberg & Co., St. L.
Amer. Typefoundry	24	Webb & Co.	24	"
Do pf.	82	"	84	"
Amer. Road Mach.	4	R. S. Dodge & Co.	10	"
Amer. Tobacco	88	McDonnell & Co.	107	McDonnell & Co.
Amer. Wholesale pf.	88	Pynchon & Co.	93	Pynchon & Co.
Atlantic Holding	75	B. Bogert & Co.	80	B. Bogert & Co.
Atlas Portland Cement	54	R. S. Dodge & Co.	60	R. S. Dodge & Co.
Do pf.	54	"	54	"
Atlas Powder	125	Williamson & Squire	125	Williamson & Squire
Do pf.	79	J. U. Kirk & Co.	80	"
Atlantic Lobos	20	R. S. Dodge & Co.	36	R. S. Dodge & Co.
Blackrock & Wilcox	108	J. U. Kirk & Co.	110	"
Borden Co.	92	Williamson & Squire	97	"
Do pf.	93	"	93	"
Brunswick-Balke-Clender pf.	33	Pynchon & Co.	33	Pynchon & Co.
Clifton Iron	33	A. F. Ingold & Co.	33	"
Bliss (E.W.) rights	45	McDonnell & Co.	23	McDonnell & Co.
Bucyrus	18	R. S. Dodge & Co.	23	"
Do pf.	80	"	100	"
Brooklyn City R. R.	3	A. M. Kidder & Co.	4	A. M. Kidder & Co.
Canadian Explosives	250	A. F. Ingold & Co.	250	A. F. Ingold & Co.
Do common	250	"	250	"
Carbon Steel common	0	J. U. Kirk & Co.	80	J. U. Kirk & Co.
Do pf.	60	"	60	"
Canada Foundries and Forge	100	"	120	"
Caracas Sugar	34	"	35	Webb & Co.
Central Aguirre Sugar	151	Williamson & Squire	116	Williamson & Squire
Celluloid	25	J. U. Kirk & Co.	28	Webb & Co.
Central Sugar	64	R. S. Dodge & Co.	65	M. Lachenbruch & Co.
Do pf.	64	"	64	Steinberg & Co., St. L.
Chicago Ry. Equipment	110	Steinberg & Co., St. L.	113	Steinberg & Co., St. L.
Chickasaw Ref.	3	A. F. Ingold & Co.	3	A. F. Ingold & Co.
Do pf.	3	"	3	"
Cherry R. Boom	27 1/2	J. H. Brooks & Co., Scrant.	27 1/2	"
Chevrolet Motors	82	R. S. Dodge & Co.	84	"
Childs	82	"	84	"
Do pf.	80	"	84	"
Cincinnati Coal	20	"	20	"
Consolidated Coal	70	A. R. Clark & Co., St. L.	73	Steinberg & Co., St. L.
Colt's Arms	44	J. U. Kirk & Co.	48	J. U. Kirk & Co.
Commonwealth Finance	27	M. Lachenbruch & Co.	28	M. Lachenbruch & Co.
Do pf.	27	"	27	"
Corcoran Victor	10	A. & J. Frank, Cin.	11 1/2	A. & J. Frank, Cin.
Cont. Motors pf.	94	"	98	"
Crocker-Whitcomb	92	Sensgood, Haas & McEl.	95	J. U. Kirk & Co.
Do pf.	90	"	95	"
Curtiss Aero	2	M. Lachenbruch & Co.	4	M. Lachenbruch & Co.
Do pf.	40	"	45	"
Dillon Adding Machine	50	A. & J. Frank, Cin.	105	A. & J. Frank, Cin.
Davis Coal & Coke	50	"	50	"
Do pf. & W. Coal	158	Williamson & Squire	163	"
Du Pont	78 1/2	R. S. Dodge & Co.	80	R. S. Dodge & Co.

## INDUSTRIAL AND MISCELLANEOUS—Continued

		-Bid for-			-Offered-
		At	By	At	By
Du Pont Powder	260		R. S. Dodge & Co.	270	R. S. Dodge & Co.
Eastman Kodak	525			533	
Eastern Steel	70		J. U. Kirk & Co.	70	J. U. Kirk & Co.
Do pf.	70		Glidden, Davidge & Co.	75	Glidden, Davidge & Co.
Elec. Storage Battery rights	2 1/2		McDonnell & Co.	3	McDonnell & Co.
Eisenmann Magneto pf.	32			36	Mann, Pell & Peake
Empire Steel & Iron	32		Glidden, Davidge & Co.	36	Glidden, Davidge & Co.
Do pf.	70			75	
Falls Motors	47		M. Lachenbruch & Co.	51	M. Lachenbruch & Co.
Do pf.	47			52	
Federal Sugar Ref.	110		R. S. Dodge & Co.	115	R. S. Dodge & Co.
Federal Sugar Ref.	106		J. U. Kirk & Co.	108	Webb & Co.
Do pf.	108			108	
First Rubber 1st pf.	88		Estabrook & Co.	91	R. S. Dodge & Co.
Fulton Iron Works	89 1/2		Steinberg & Co., St. L.	91 1/2	Steinberg & Co., St. L.
Do pf.	102			105	
General Petroleum (Cal.)	129		E. F. Hutton & Co.	130	E. F. Hutton & Co.
General Trading Co.	31		Webb & Co.	33	Webb & Co.
Do pf.	90			93	R. S. Dodge & Co.
Glidden Safety Razor	139		M. Lachenbruch & Co.	141	M. Lachenbruch & Co.
Goodyear Tire & Rubber 7 1/2 pf.	83 1/2		J. U. Kirk & Co.	84	
Goodyear Sugar	83			84	Webb & Co.
Do pf.	86			88	Mann, Pell & Peake
Gruen Watch 1st pf.	101		Westheimer & Co., Cin.	107	Westheimer & Co., Cin.
Gold & Stock Telegraph Co.	92		A. M. Kidder & Co.	100	A. M. Kidder & Co.
Griffin Wheel pf.	87		Pynchon & Co.	92	Pynchon & Co.
Great Western Sugar	400		Webb & Co.	420	Webb & Co.
Do pf.	114			117	
Hale & Kilburn	5		J. U. Kirk & Co.	10	J. U. Kirk & Co.
Do pf.	30		J. M. Leopold & Co.	35	
Hercules Powder	205		R. S. Dodge & Co.	215	R. S. Dodge & Co.
Herschell-Spill	50		M. Lachenbruch & Co.	55	M. Lachenbruch & Co.
Hooking Valley Products, new	40		Glidden, Davidge & Co.	50	Glidden, Davidge & Co.
Holly Sugar	55		E. F. Hutton & Co.	57	C. Orton & Co.
Do pf.	55		Webb & Co.	58	Webb & Co.
Hooker Electric Chem.	60		J. U. Kirk & Co.	70	J. U. Kirk & Co.
Do pf.	60			70	
Hydraulic Steel pf.	70			85	Pynchon & Co.
Hupp Motors pf.	97		Pynchon & Co.	100	
Indian Refining	198		A. & J. Frank, Cin.	207	A. & J. Frank, Cin.
Illinois Cent. R. R., leased line	50		A. M. Kidder & Co.	54	A. M. Kidder & Co.
Inter. Shoe	135		Steinberg & Co., St. L.	140	Steinberg & Co., St. L.
Do pf.	103			107	
Inter. Text Book	70		J. H. Brooks & Co., Scrant.	71	J. H. Brooks & Co., Scrant.
Inter. E. Pub. pf.	104			104 1/2	
Do common	104			104	
Joliet & Chicago R. R. Co.	104		A. M. Kidder & Co.	108	A. M. Kidder & Co.
Kelby Lumber	102		W. C. Orton & Co.	101	W. C. Orton & Co.
Klots Throw Co., old pf.	102			101	J. H. Brooks & Co., Scrant.
Do new pf.	102			101	
Lacawanna R. R. Co. (N. J.)	60		A. M. Kidder & Co.	67	A. M. Kidder & Co.
Libbey Over Sheet G.	135		A. & J. Frank, Cin.	145	A. & J. Frank, Cin.
Libbey Valley Coal Sales	82 1/2		Glidden, Davidge & Co.	83 1/2	Glidden, Davidge & Co.
Lima Locomotive pf.	87		A. M. Kidder & Co.	92	A. M. Kidder & Co.
Do common	60		R. S. Dodge & Co.	70	R. S. Dodge & Co.
Madras Marble	25		A. F. Ingold & Co.	25	Ingold & Co.
Matanzas Sugar	25		J. U. Kirk & Co.	30	Webb & Co.
Do pf.	73			79	
Merck & Co. pf.	79		Pynchon & Co.	80	Mann, Pell & Peake
Michigan Sugar	89		M. Lachenbruch & Co.	11 1/2	M. Lachenbruch & Co.
Do pf.	8		Webb & Co.	10	Webb & Co.
M. P. P. Co.	48		M. Lachenbruch & Co.	52	M. Lachenbruch & Co.
Mobile & Birmingham pf.	43		A. M. Kidder & Co.	50	A. M. Kidder & Co.
Morris & Essex R. R. Co.	137 1/2		Steinberg & Co., St. L.	138 1/2	Steinberg & Co., St. L.
National Candy	104			105	
Do 1st pf.	104			105	
Do 2d pf.	104			105	
National Casket	8		R. S. Dodge & Co.	112	R. S. Dodge & Co.
Nat. Motor	156		Webb & Co.	158	
National Sugar Ref.	250			250	
New Negro Sugar	250			250	
New Jersey Zinc	114		Williamson & Squire	118	Williamson & Squire
Do rights	114		McDonnell & Co.	115	McDonnell & Co.
New York & Honduras Min.	87		R. S. Dodge & Co.	87	R. S. Dodge & Co.
Niles-Bent-Pond	87			87	
Packard Motor	82 1/2		S. Goldschmidt	83	S. Goldschmidt
Do pf.	36		M. Lachenbruch & Co.	37	M. Lachenbruch & Co.
Penn. Coal & Coke	100		McDonnell & Co.	103	McDonnell & Co.
Puerto Rico Am. Tel. scrip.	104		Pynchon & Co.	97	Pynchon & Co.
Reactor & Traction Co. pf.	114		A. & J. Frank, Cincinnati	115	Westheimer & Co., Cin.
Refrigerator	7			7	A. & J. Frank, Cin.
Remier Motor	81		Pynchon & Co.	85	Pynchon & Co.
Pure Oil 8 per cent. pf.	78		McDonnell & Co.	100	McDonnell & Co.
Raymond Tob. scrip.	417		Stix & Co., St. Louis	440	Stix & Co., St. Louis
Ree-Stix Dry Goods	100 1/2			102 1/2	
Do 1st pf.	97 1/2			98 1/2	
Do 2d pf.	120		Williamson & Squire	130	Williamson & Squire
Royal Baking Powder	83 1/2			84	
Do pf.	30		A. F. Ingold & Co.	40	A. F. Ingold & Co.
Royal Typewriter	60		Williamson & Squire	64	Williamson & Squire
Safety Car Heating & Lighting	16		J. U. Kirk & Co.	19	J. U. Kirk & Co.
Santa Cecilia Sugar	53			76	Webb & Co.
Savannah Sugar	53			76	
Do pf.	53			76	
Steel & Tube pf.	103		Steinberg & Co., St. Louis	109	Steinberg & Co., St. L.
Schulte Retail Stores	83		Pynchon & Co.	86	S. Goldschmidt
Singer Manufacturing	122		M. Lachenbruch & Co.	65	M. Lachenbruch & Co.
Singer Sewing Mach. Co.	122		Williamson & Squire	121	Williamson & Squire
Spring Brook W. Sup.	18 1/2		McDonnell & Co.	19	McDonnell & Co.
Union Iron	27		M. Lachenbruch & Co.	30	J. H. Brooks & Co., Scrant
Thompson (J. R.) pf.	17 1/2		Pynchon & Co.	17 1/2	M. Lachenbruch & Co.
Utah Idaho Sugar	122		E. F. Hutton & Co.	123	Pynchon & Co.
Utah Iron Ferry	35		Williamson & Squire	40	Williamson & Squire
Utah Idaho Sugar	8		E. F. Hutton & Co.	8 1/2	E. F. Hutton & Co.
U. S. Printing & Litho.	90		A. & J. Frank, Cin.	95	A. & J. Frank, Cin.
Do 2d pf.	10			55	
Valvoline Oil pf.	17		Estabrook & Co.	190	Estabrook & Co.
Vanadilla Coal pf.	8		J. M. Leopold & Co.	10	J. M. Leopold & Co.
Warner Bros. Mfg. Co.	98 1/2		Steinberg & Co., St. Louis	99 1/2	Steinberg & Co., St. L.
Waters Cartridge	225			240	
Warren R. R. Co.	34		A. M. Kidder & Co.	54	A. M. Kidder & Co.
Ward Baking	95		Webb & Co.	92	Webb & Co.
Wayne Coal	2 1/2		J. M. Leopold & Co.	3 1/2	J. M. Leopold & Co.
W. Va. Car. Oil	25		A. F. Ingold & Co.	30	A. F. Ingold & Co.
William Wm. & Co. Juice pf.	70		Pynchon & Co.	72	Pynchon & Co.
William Wm. & Co.	70		R. S. Dodge & Co.	72	R. S. Dodge & Co.
Winchester 1st pf.	90		J. U. Kirk & Co.	94	Mann, Pell & Peake
Woodward Iron	48 1/2			50 1/2	J. U. Kirk & Co.
White Rock Water					J. M. Leopold & Co.
Witte Wheel of America pf.					Pynchon & Co.
Wire					
* Ex dividend.					



# Listings on the New York Stock Exchange

Under this heading THE ANNALIST will analyze for the benefit of investors such new securities as may be admitted to listing by the New York Stock Exchange.

## WILSON & CO., INC.

200,000 Shares of Common Stock Without Nominal or Par Value in Exchange for Voting Trust Certificates.

Authorized capital stock of the company, one of the large meat-packing concerns, consists of \$12,000,000 par value 7 per cent. cumulative preferred stock and 500,000 shares of no par value common stock.

The company has a bonded debt consisting of \$20,135,000 first mortgage 6 per cent. twenty-five-year sinking fund gold bonds, due 1941, and \$20,000,000 ten-year convertible sinking fund 6 per cent. gold bonds, due 1925.

Profits reported by the company for the year ended Dec. 27, 1919, from operations and investments after interest, Federal taxes and other charges amounted to \$2,771,326. After preferred dividends this was equivalent to \$10.14 a share earned on the 200,000 shares of common stock without nominal or par value.

## SURPLUS ACCOUNT OF THE COMPANY AND ITS SUBSIDIARIES AS OF DEC. 27, 1919, AND EARNINGS FOR THE FISCAL YEAR ENDED THAT DATE.

Balance at Dec. 28, 1918.....	\$19,780,232.51
Deduct—Contribution to employees' pension fund.....	50,000.00
Total.....	\$19,730,232.51
Add—Profits from operation and investments realized during the year ended Dec. 27, 1919, after deducting interest on current indebtedness and provisions for depreciation and Federal taxes.....	\$5,165,888.52
Less—Interest on bonded indebtedness.....	2,394,362.60
Total.....	2,771,525.86
Deduct—Dividends paid: Preferred stock.....	\$733,293.75
Common stock.....	750,000.00
Total.....	1,483,293.75
Balance at Dec. 27, 1919.....	\$21,027,264.62

## SUBSIDIARY AND AFFILIATED COMPANIES

The following is a list of the important subsidiary and affiliated companies of the company, stocks in which (excepting Morton-Gregson Company, Paul O. Reyman Company and Wilson Canadian Company, Limited,) are pledged under the above-mentioned mortgage and deed of trust dated April 1, 1916:

Name of Company.	Incorporated Under Laws of	Date of Incorporation.	Duration of Charter If Specified.
Wilson & Co., Inc., of Oklahoma.....	Oklahoma	July 14, 1910	Feb. 23, 1931
Wilson & Co., Inc., of California.....	Nevada	Mar. 8, 1911	Perpetual
Wilson & Co., Inc., of Tennessee.....	New Jersey	Feb. 10, 1904	Perpetual
Albert Lea Packing Company, Inc.....	Virginia	Aug. 24, 1914	Unlimited
Mississippi Packing Company, Inc.....	Virginia	Oct. 24, 1913	Unlimited
South Dakota Provision Company.....	South Dakota	Jan. 15, 1912	25 years
Compania Wilson Internacional.....	Rep. of Uruguay	Dec. 11, 1918	100 years
Sulzberger Products Company.....	New Jersey	Dec. 29, 1912	Perpetual
Archer & Co., Limited.....	England	Aug. 8, 1912	Perpetual
Wilson & Co., Inc., of Louisiana.....	Louisiana	Dec. 31, 1906	99 years
John Reardon & Sons Company.....	Massachusetts	July 26, 1904	Perpetual
Standard Beef Company.....	New York	June 30, 1905	June 30, 1933
Central Products Corporation.....	Virginia	Oct. 20, 1913	Unlimited
General Rendering Company.....	Delaware	Oct. 21, 1913	Perpetual
Union Lard Corporation.....	New York	Jan. 11, 1912	Perpetual
Wilson Car Lines.....	Maine	Oct. 1, 1890	Perpetual
Pennsylvania Investors Company.....	Pennsylvania	Feb. 26, 1913	Perpetual
Wilson & Co., Inc., of Tennessee.....	Tennessee	Aug. 15, 1916	Perpetual
Haberman Company, Inc.....	New York	Aug. 3, 1917	Perpetual
Morton-Gregson Company.....	Delaware	Sep. 27, 1917	Perpetual
Paul O. Reyman Company.....	West Virginia	Apr. 4, 1914	Apr. 4, 1964
Wilson Canadian Company, Limited.....	Canada	Oct. 17, 1919	

The capitalization of such companies and the amounts of stock therein owned by the company are:

Name of Company.	Preferred Stock Authorized.	Preferred Stock Outstanding.	Owned by Wilson & Co., Inc.	Common Stock Authorized.	Common Stock Outstanding.	Owned by Wilson & Co., Inc.
Wilson & Co., Inc., of Oklahoma.....				\$2,000,000	\$1,800,000	\$1,708,200
Wilson & Co., Inc., of California.....				1,000,000	800,000	708,000
Wilson & Co., Inc., of Tennessee.....	\$100,000	\$100,000	\$100,000	150,000	150,000	147,500
Albert Lea Packing Company.....	250,000	122,200	40,000	250,000	51,000	51,000
Mississippi Packing Company, Inc. (1st Preferred).....	80,000	80,000				
South Dakota Provision Company.....	100,000	100,000	100,000	170,000	170,000	170,000
Compania Wilson Internacional.....				5,000,000	4,642,400 (Uruguay Pesos Gold.)	4,623,700
Sulzberger Products Company.....	500,000	500,000	500,000	500,000	500,000	498,000
Archer & Co., Limited.....				\$100,000	(100,000 (£51,250 paid.)	\$90,998
Wilson & Co., Inc., of Louisiana.....				\$250,000	\$138,100	\$135,100
John Reardon & Sons Company.....				250,000	92,300	91,300
Standard Beef Company.....				10,000	10,000	10,000
Central Products Corporation.....	2,500,000	1,248,200	93,000	2,500,000	2,500,000	2,500,000
General Rendering Company.....				1,000,000	74,000	72,500
Union Lard Corporation.....				300,000	200,000	200,000
Wilson Car Lines.....				1,500,000	1,467,000	1,464,200
Pennsylvania Investors Company.....				10,000	10,000	9,000
Wilson & Co., Inc., of Tennessee.....				500,000	408,200	405,700
Haberman Company, Inc.....				100,000	100,000	100,000
Morton-Gregson Company.....	250,000	250,000	25,000	250,000	150,000	150,000
Paul O. Reyman Company.....	350,000	350,000		150,000	150,000	150,000
Wilson Canadian Company, Limited.....				1,000,000	250,000	240,995

## PHILIPS PETROLEUM COMPANY

20,000 Additional Shares of Capital Stock Issued to a Trustee for Allotment and Sale to Company Employees

### INCOME ACCOUNT FIVE MONTHS ENDED MAY 31, 1920 (Subject to adjustment at end of fiscal year.)

Sales of oil, gas and gasoline.....	\$2,520,381.69
Miscellaneous income.....	41,076.99
Total.....	\$2,561,458.68
Expenses, including interest on borrowed money.....	379,957.67
Net earnings.....	\$2,181,501.01

### CAPITAL AND SURPLUS ACCOUNT FOR PERIOD ENDED MAY 31, 1920

Capital and surplus as at Dec. 31, 1919.....	\$24,523,632.10
Amount representing 1,000 shares capital stock (without nominal or par value), issued for property.....	40,000.00
From sale of 128,000 shares capital stock without nominal or par value.....	3,380,000.00
Total.....	\$27,923,632.10
Net earnings Jan 1, 1920, to May 31, 1920.....	2,181,501.01
Capital and surplus as at May 31, 1920.....	\$30,105,133.11

### CONSOLIDATED BALANCE SHEET AS OF MAY 31, 1920 (Subject to adjustment at end of fiscal year.)

ASSETS	
Capital assets: Property, including producing and undeveloped leaseholds.....	\$27,466,604.17
Current:	
Accounts receivable.....	\$1,225,233.45
Notes receivable.....	276,848.34
Inventories (at cost): Warehouse material.....	\$1,103,412.70
Merchandise.....	87,630.56
United States Government bonds.....	27,500.00
Other securities.....	625.00
Cash on deposit.....	1,338,340.63
Deferred charges to operations.....	4,050,490.77
Total.....	\$32,024,581.87
LIABILITIES	
Capital: Authorized, 1,000,000 shares without nominal or par value.....	
Outstanding, 640,000 shares without nominal or par value.....	\$27,923,632.10
Notes payable.....	\$1,028,181.44
Accounts payable.....	60,852.08
Unpaid liabilities.....	1,679,033.47
Total.....	\$30,691,700.09

## CRUCIBLE STEEL COMPANY OF AMERICA.

\$6,250,000 Additional Common Stock Issued as a Stock Dividend of 16 2-3 Per Cent. on \$37,500,000 Common Outstanding.

According to the report of the company to the New York Stock Exchange gross sales have increased from \$18,043,446 in 1915 to \$77,160,658 in 1918. In 1919 gross sales were \$59,500,000, and 1920 gross sales are estimated at \$65,000,000. Net earnings in 1915 were \$3,117,342 and taxes amounted to \$43,792. In 1918 net earnings were \$25,812,128 and taxes \$16,677,781, and in 1919 were \$11,750,744 and \$1,265,700, respectively.

The income account of the company for five months ended May 31, 1920, shows net profits of \$5,961,298. After preferred dividends this was equal to \$13.56 a share on the 375,000 shares of common stock.

### CONSOLIDATED INCOME ACCOUNT FOR FIVE MONTHS ENDED MAY 31, 1920.

(Subject to Adjustment at End of Fiscal Year.)	
Net profits for five months ended May 31, 1920.....	\$5,961,297.71
Less Dividends:	
Preferred stock.....	\$875,000.00
Common stock.....	750,000.00
Total.....	1,625,000.00

### Profit after deducting dividends.....

Surplus Dec. 31, 1919.....	\$4,336,297.71
Total.....	\$4,336,297.71
Less common stock dividend April 30, 1920.....	12,500,000.00
Surplus May 31, 1920.....	\$40,122,130.97

### CONSOLIDATED BALANCE SHEET AS AT MAY 31, 1920.

ASSETS	
Property, real estate, plant, equipment, good-will, trade marks, &c.....	\$4,896,557.55
Investments.....	527,615.75
Scrip redemption fund assets.....	1,571,853.50
Current assets:	
Cash in banks and on hand.....	1,813,527.82
United States Government securities.....	901,100.00
Notes receivable.....	59,592.42
Accounts receivable, less reserve.....	10,829,553.93
Due from employees on account of Liberty Loan subscriptions—raw material, finished and semi-finished product and supplies.....	28,291,683.17
Advance payments on ore contracts.....	250,544.80
Unexpired taxes, insurance, &c.....	387,870.20
Total.....	\$139,674,900.42
LIABILITIES	
Capital stock:	
Preferred stock—7 per cent. cumulative 250,000 shares of \$100 each.....	\$25,000,000.00
Common stock—375,000 shares of \$100 each.....	37,500,000.00
Total.....	\$62,500,000.00

## Bonds outstanding:

Pittsburgh Crucible Steel Co. 5 per cent. first mortgage bonds due 1945.....\$6,250,000.00  
Halscomb Steel Co. 5 per cent. second mortgage bonds.....40,000.00

### Dividend scrip, due June 30, 1920.....

Current liabilities:	
Notes payable.....	6,100,000.00
Accounts payable.....	5,122,185.27
Reserve for Federal income and profits taxes.....	2,530,000.00
Accrued taxes and interest.....	605,171.50
Dividend on preferred stock payable June 30, 1920.....	437,500.00
Reserves:	
Depreciation and renewal of plants.....	10,452,745.36
Fire and marine insurance.....	1,488,664.28
Workmen's compensation.....	2,291,691.87
Contingent.....	418,213.17
Surplus:	
Appropriated.....	30,000,000.00
Unappropriated.....	10,122,130.97
Total.....	\$139,674,900.42

## THE CORN EXCHANGE BANK

Additional Capital Stock Amounting to \$1,380,000.

The stock was authorized and issued in pursuance of the following stockholders' resolutions:

That the capital stock of the Corn Exchange Bank be increased from the present amount thereof, to wit, \$4,630,000, consisting of 46,300 shares of the par value of \$100 each, to \$6,010,000, to consist of 60,100 shares of the par value of \$100 each.

That the additional stock be issued and disposed of as follows:

The 13,800 shares of increased stock shall be offered to stockholders of record at close of business on the first day of July, 1920, at \$100 per share, being at the rate of 30 per cent of their holdings; that such stockholders or their assigns who shall subscribe shall deposit their subscription blanks and pay their subscriptions on or before 3 o'clock on the 15th day of July, 1920.

That all subscriptions shall be made and based upon the agreement that fractional parts of shares shall not be entitled to dividends. New stock not subscribed and paid for by 3 o'clock on the 15th day of July shall revert to the bank for such disposition as the Board of Directors may deem for the best interest of the bank.

### REPORT OF THE CONDITION AT THE CLOSE OF BUSINESS JUNE 30, 1920.

ASSETS	
Loans and discounts.....	\$150,338,330.13
Bank houses and lots.....	3,646,312.52
Due from banks.....	22,337,491.83
Cash.....	6,101,509.88
Total.....	\$180,623,944.36
LIABILITIES	
Capital.....	\$4,630,000.00
Surplus.....	7,380,000.00
Undivided profits.....	1,220,091.39
Net deposits.....	176,421,852.37
Total.....	\$180,623,944.36

## Listings on the New York Stock Exchange—Continued

## AMERICAN WOOLEN COMPANY

\$20,000,000 Additional Common Stock, Par Value \$100 a Share.  
Proceeds from the Sale of Which Were Used and Will be  
Used to Liquidate Notes and Accounts Payable and for  
Other Corporate Purposes.

In May of this year capital stock of the company was in-  
creased to \$100,000,000, of which \$40,000,000 is preferred and  
\$60,000,000 common. Following are the earnings of the com-  
pany since 1916 before and after deducting taxes:

1916—Before taxes.....	\$7,446,966.54
After taxes.....	7,405,980.34
1917—Before taxes.....	13,728,244.51
After taxes.....	13,375,844.94
1918—Before taxes.....	33,245,022.67
After taxes.....	24,562,188.72
1919—Before taxes.....	34,936,931.28
After taxes.....	14,831,839.21

The income account for last year shows profits of \$18,118,371 and \$14,831,839 applicable to dividends after tax and depreciation. This, after preferred dividends, was equal to 7.41 per cent. on the \$20,000,000 common stock then outstand-  
ing.

The company, which is the largest of its kind in the United States, has recently acquired the following property:

New plants:	
Narragansett Mills, Warren, R. I.....	\$37,629.07
Stevens Plant, Winooski, Vt.....	35,000.00
Hartland Mills, Hartland, Mass.....	190,184.23
Wanamit Mills, Lowell, Mass.....	33,000.00
American Waste Exchange, Somerville, Mass.....	200,000.00
Schoaticook Mills, Pittsfield, Mass.....	28,500.00
Whitestone Mills, Danielson, Conn.....	75,000.00
Total.....	\$510,314.53

New machinery and new construction.....	7,230,918.55
---	--------------

Houses and land in Massachusetts:	
Lawrence, Andover, Roylston, Rochdale, Us- bridge, Plymouth and Maynard.....	249,321.46

Houses and land in Maine:	
Pittsfield, Foxcroft, Oakland, Skowhegan, Madison, Hartland and Dover.....	82,815.04

Houses and land in Connecticut—Elmville.....	6,000.00
Houses and land in Rhode Island—Providence.....	32,750.00

Houses and land in New Hampshire—Enfield and Lebanon.....	6,000.00
--	----------

Capital stock:	
Woolen & Worsted Mills, Inc.....	100,000.00
American Woolen Company of Kentucky.....	50,000.00
American Woolen Products Company, Inc.....	400,000.00
Franklin Machine Company.....	20,000.00
Ayer Mills.....	1,000,000.00
Total.....	\$9,697,118.31

INCOME ACCOUNT FOR YEAR ENDED DEC. 31, 1919.	
--	--

Profit for the year.....	\$18,118,371.21
Depreciation.....	3,286,532.06
Total.....	\$14,831,839.15

Dividends paid.....	6,000,000.00
Total.....	\$8,831,839.15

ANALYSIS OF SURPLUS ACCOUNT.	
------------------------------	--

Surplus at Dec. 31, 1918, per books.....	\$18,618,846.50
Add:	
Total net profit for calendar year 1919.....	14,831,839.21
Other credits to surplus:	
Reserve for possible diminution in inventory values restored to surplus.....	14,500,000.00
Total.....	\$47,950,685.71

Deduct:	
Dividends paid.....	\$6,000,000.00
Other debits to surplus:	
Reserve for pension fund.....	500,000.00
Reserve for insurance fund.....	500,000.00
Reserve for taxes and contin- gencies.....	2,325,000.00
Reserve for possible diminution in inventory value.....	7,250,000.00
Total.....	16,575,000.00
Surplus at Dec. 31, 1919.....	\$31,375,685.71

BALANCE SHEET AS OF DEC. 31, 1919.	
------------------------------------	--

ASSETS	
--------	--

Cash.....	\$0,105,068.8
Inventories (at cost or market, whichever is lower).....	46,862,368.5
Plants, mill fixtures, etc.....	\$29,025,126.90
Depreciation.....	20,741,554.78
Total.....	38,283,571.71

Investments.....	4,683,083.00
United States Liberty bonds.....	300,600.00
Accounts receivable.....	33,750,885.5
Total.....	\$133,087,378.15

## LIABILITIES

Bank loans.....	\$20,006,048.00
Current accounts.....	5,297,511.01
Accrued dividend (preferred).....	\$583,333.33
Accrued dividend (common).....	350,000.00
Total.....	\$26,236,902.34

Capital stock:	
Preferred (authorized and issued).....	\$40,000,000.00
Common (authorized and issued).....	20,000,000.00
Total.....	60,000,000.00

Reserve for possible diminution in inventory values.....	7,250,000.00
Reserve for taxes and contingencies.....	2,325,000.00
Reserve for pension fund.....	2,500,000.00
Reserve for insurance fund.....	2,500,000.00
Profit and loss (surplus).....	31,375,685.80
Total.....	\$133,087,378.14

Investments:	
31 Shares Stiles River Reservoir Co.....	\$31.00
32 Shares Skowhegan Water Power Co.....	32.00
10 Shares Shawabehn Mills.....	1,000.00
19 Shares Assabet Improvement Association.....	1,000.00
35 Shares Nashua River Reservoir Co.....	2,300.00
37 Shares Washington Mills.....	3,700.00
30 Shares Vacono Company.....	3,000.00
240 Shares Franklin Machine Co.....	20,000.00
1,000 Shares Woolen & Worsted Mills, Inc.....	100,000.00
500 Shares American Woolen Co. of Ky.....	50,000.00
4,000 Shares American Woolen Products Co.....	400,000.00
19,993 Shares Ayer Mills.....	1,999,300.00
20,000 Shares Nat. & Providence Worsted Mills.....	2,000,000.00
500 Shares Homestead Association, Inc.....	50,000.00
Total.....	\$4,683,083.00

## SOUTH PORTO RICO SUGAR COMPANY

\$5,580,000 Additional Common Stock of an Authorized Issue  
of \$12,500,000 and Paid to Stockholders as a Stock Dividend  
of 100 Per Cent.

The company reported operating profits from Oct. 1, 1919,  
to June 5, 1920, amounting to \$3,002,116. After preferred divi-  
dends this was equivalent to \$96.42 a share on the 36,028  
shares of \$100 par value then outstanding.

Output of the company in the year ended June 30 last was  
approximately 570,000 bags of sugar. Estimates of 1920-21  
output approximate 650,000 bags.

CONSOLIDATED INCOME ACCOUNT FOR PERIOD FROM OCT. 1, 1919, TO JUNE 5, 1920.	
---	--

(Subject to adjustment at end of fiscal year.)	
--	--

Sugar and molasses sales and sundry receipts.....	\$18,173,712.62
Deduct—Manufacturing and sundry expenses, taxes, interest, etc.....	12,570,996.88
Operating profits to date.....	\$5,602,715.74

Dividends paid:	
Two dividends on the preferred stock at 2 per cent.....	\$200,000.00
Two dividends on the common stock at 5 per cent.....	500,290.00
Total.....	700,290.00

Total.....	\$4,842,425.74
------------	----------------

*Subject to depreciation and income and excess profits taxes.	
--	--

CONSOLIDATED BALANCE SHEET AS OF JUNE 5, 1920.	
--	--

(Subject to adjustment at end of fiscal year.)	
--	--

ASSETS	
--------	--

Capital Assets—Real property, plant, construction, live stock, railroad equipment, etc.:.....	
South Porto Rico Sugar Companies at cost or less.....	\$5,378,226.82
The Central Romana, Inc., at cost or less.....	8,653,212.69
Total.....	\$14,031,439.51

Machinery, supplies, spare parts, etc.:.....	
South Porto Rico Sugar Companies at cost.....	\$450,235.14
The Central Romana, Inc., at cost.....	541,008.50
Total.....	1,000,243.64

Real estate mortgages on lands in Porto Rico.....	\$1,918,079.19
Advances to planters ac- crued by real estate mortgage.....	1,248,815.51
Deferred charges.....	148,066.97
Shipments and items in transit.....	272,534.94
Stock and notes of other corporations.....	287,018.75
Total.....	3,874,515.36
Total.....	\$18,006,198.51

Cash on hand and in banks.....	\$1,361,955.22
*Raw sugar and molasses on hand.....	3,542,124.62
United States Liberty bonds.....	30,196.25
Accounts receivable.....	425,881.34
Supplies and materials on hand at cost.....	289,098.87
Commissary stores at cost.....	384,260.12
Total.....	\$5,553,516.42

LIABILITIES	
-------------	--

Capital stock:	
Preferred—authorized and outstand- ing.....	\$5,000,000.00
Common—authorized.....	\$5,000,000.00
Unissued.....	397,200.00
Total.....	10,397,200.00

Outstanding.....	5,602,800.00
Total.....	\$10,602,800.00

Current liabilities:	
Accounts payable.....	\$266,605.53
Amount due planters account cur- rent crop.....	892,465.31
Dividends payable July 1, 1920.....	380,140.00
Total.....	1,529,210.84

Reserves:	
IR reserves for depreciation, etc.....	\$893,800.42
Reserves for working capital, im- provements, etc.....	6,109,448.38
Reserves for taxes (Federal).....	343,356.06
Total.....	7,346,604.86

Surplus profits (subject to charges for deprecia- tion and income and profits taxes for current fiscal year).....	5,758,658.53
Total.....	\$25,239,854.93

*At market value since sold at higher prices.	
---	--

*Note.—The policy of the company as to depreciation is to set aside each year a reasonable percentage of the cost of plants, the percentage varying according to the character of the property and its probable life; during the fiscal year ended Sept. 30, 1919, the sum of \$58,415.84 was transferred from "reserves for depreciation" account to "sundry property" accounts to cover amortization and obsolescence of plants; there was also transferred the sum of \$1,000,000 from "re- serve for depreciation" account to reserves for "working capital, improvements," etc., account by order of the Board of Directors.	
---	--

## UNITED RETAIL STORES CORPORATION

Common Stock Class "A," 35,967 Additional Shares Without  
Nominal or Par Value as a Stock Dividend to be Paid Aug.  
16, 1920.

On June 10, 1919, the corporation offered to acquire all  
issued shares (par value \$100) of the common stock of the  
United Cigar Stores Company from the owners thereof at the  
rate of two shares of Class "A" United Retail common stock  
for one share of United Cigar Stores common. On July 16,  
1920, 254,996 shares of the Cigar Stores stock had been so  
acquired for 509,992 shares of Retail Stores.

The condensed income account of United Retail Stores for  
six months ended Dec. 31, 1919, showed net earnings after  
taxes of \$4,573,369. This was equal to \$8.97 on the 509,992  
shares of Class "A" common stock.

CONDENSED BALANCE SHEET AS OF JAN. 31, 1920	
---	--

ASSETS	
--------	--

Current—Investments:	
Shares of stock of other corpora- tions at cost.....	\$20,727,149.73
Cash.....	796,113.09
Demands loans secured.....	3,800,000.00
Accounts receivable.....	28,512.50
Total.....	\$25,351,775.43

Deferred assets:	
Furniture, fixtures and equipment.....	\$10,431.98
Unexpired insurance.....	42.06
Organization expense.....	79,396.44
Total.....	\$80,870.46

Total.....	\$34,441,645.89
------------	-----------------

LIABILITIES	
-------------	--

Capital stock outstanding:	
Preferred (authorized 100,000 shares, \$100 par).....	\$1,000.00
Common (founders' shares) (au- thorized and issued 100,000 shares without nominal or par value).....	800,000.00
Common (Class "A") (authori- zed 1,000,000 shares without nominal or par value).....	28,917,450.00
Total.....	\$29,717,450.00

Current:	
Accounts payable.....	8,574.35
Interest payable.....	8,299.06
Reserved for common stock—dividend payable Feb. 2, 1920.....	1,675,047.00
Surplus.....	3,031,285.48
Total.....	\$34,441,645.89

## England's "Fund of Credit" Venture

THE get-rich-quick spirit is not always confined  
to individuals. Even Governments have yielded  
to the desire to make money speedily in ventures  
out of the beaten paths of conservative invest-  
ment. Some 200 years ago the British Govern-  
ment undertook to get rid of its unfunded national  
debt by backing an operation into which it entered  
with the South Sea Company, the details of which  
are presented in a study of "English Public Fi-  
nance" by the Bankers Trust Company of New  
York.

This venture, according to the bank's study, was  
based upon the "fund of credit" idea, a theory  
prevalent in the latter part of the seventeenth and  
earlier part of the eighteenth centuries. "Fund of  
credit" was the basis of John Law's famous Mis-  
sissippi Company which, about 1718, had such a  
meteoric career in France. Also in pursuance of  
this idea, the Bank of England was organized.  
The entire original capital of the bank, as well as  
part of the deposits, were loaned to the nation.  
This left the bank as a basis for conducting its  
business a "fund of credit" founded upon its loan  
to the Government. Similar was the policy of  
Parliament in forcing the East India Company to  
pass on to the Government in exchange for its ob-  
ligations the proceeds of its sales of stock.

The "fund of credit" theory was applied in  
the South Sea Company's scheme by the granting

by the British Government to the South Sea Com-  
pany of a monopoly of trading rights in the Pacific  
Ocean, and almost exclusive trading rights in the  
southwestern Atlantic. In consideration of these  
rights, which were expected to have great value,  
the company was to exchange its stock for the out-  
standing unfunded Government debt and in addi-  
tion was to pay the Government \$2,500,000. The  
Government was to pay the company interest at  
the rate of 6 per cent. per annum upon all Gov-  
ernment securities which it should thus acquire and  
in addition \$40,000 a year for management.

The conversion offer was accepted between 1711  
and 1719 by holders of about \$60,000,000 of Gov-  
ernment obligations. Then those associated in  
control of the scheme decided upon conversion of  
the entire balance of the British debt into the com-  
pany's stock, which, if successful, would have given  
the company a capital of around \$250,000,000. It  
would also have secured a practical monopoly of  
the trading and banking business of the nation.

The Bank of England and the East India Com-  
pany opposed this project. Competitive bidding by  
the bank led the South Sea Company to offer to  
pay the Government \$37,500,000 in consideration of  
all holders of Government securities, except the  
Bank of England and East India Company, con-  
verting these holdings into South Sea stock. The  
Government in turn was to pay at first 5 per cent.

on its obligations acquired by the South Sea Com-  
pany, then 4 per cent. The advantage to the  
Government was to be the saving of 1 per cent. in  
interest and the receipt of \$37,500,000 cash.  
Profit to the promoters was to come from stock  
market operations. By manipulation South Sea  
stock was forced up 200, 300, 800 and final 1,050  
per cent.

As their terms with the Government were for  
even exchanges, the promoters accumulated a large  
amount of treasury stock which they were able to  
sell at the advanced prices. The magnitude of the  
operation and the rapid advance in South Sea stock  
brought other promotion schemes into the field and  
a wild orgy of speculation ensued.

The collapse, when it came, was sudden and  
severe. The exchange of public securities for the  
company's stock had been achieved, but the specu-  
lators were most of them ruined.

The Government, according to the Bankers  
Trust Company's study, had to surrender its right  
to the \$37,500,000 and to make the company a tem-  
porary loan of \$5,000,000 in the form of Exchequer  
bills. It also had to pay the interest at 5, and,  
later, 4 per cent. on the company's holdings of  
Government securities. Strangely enough, the  
company itself remained solvent, though conspira-  
tors in the scheme were punished and the public  
victimized. It existed as a public debt holding cor-  
poration until 1854.

OMER V. CLAIRBORNE has been appointed As-  
sistant Secretary of the Constantinople office  
of the Guaranty Trust Company of New York.



# The Annalist Barometer of Business Conditions

## Acceptances

Continued from Page 205

"foreign" bills, as the trade here calls them, by comparison with the local papers.

Meanwhile, the demand, or possibly it should be called the potential demand, is increasing. More persons are becoming interested in acceptances, all the time, and if there were a good volume of acceptances available the market doubtless would be enjoying boom times. Call money rates, having become stable and at levels which do not make this market conflict with acceptances, are not attracting all of the liquid funds in the country, as some Washington officials seem to think, and if there were bills for those who want them there would be a big shift into the acceptance market. As it is, though, with many bills maturing and funds becoming idle, dealers are having a hard time in taking care of their regular customers, without going out for new ones.

The paucity of paper, looked at from another angle, is causing discomfiture to the dealers because it is losing for them some of their regular clients. Last week there were many cases of anxious buyers spreading their bids all over the financial district. In this way the demand was made to appear even greater than it really was, for a legitimate bid for, say, \$500,000 in bills, spread over ten houses, would be very likely to turn up as a potential demand for \$5,000,000. This was one reason for the circulation of a report in midweek that some \$35,000,000 in bills was wanted. Inquiry among the larger dealers showed that this figure was decidedly excessive. At the time the real demand probably was not over \$15,000,000, but even that, for an unsatisfied demand, is very large and extremely unusual.

Bills on hand at the Reserve Bank again fell off abruptly, the decline last week amounting to \$25,133,000 and bringing the total down to \$109,443,329, which is the smallest total reported since that of the week of Nov. 28.

## Shipping

TWO significant events of the last week in shipping were the sale of two American-built steel freighters, with deadweight registers of 10,400 tons, for \$3,000,000 and the withdrawal of Shipping Board tonnage engaged in the coal export trade. The two steel ships were built by the Skinner Eddy Corporation at Seattle last year and are first-class freight carriers. They were purchased by the United States Steel Corporation at \$144.25 per deadweight ton. The Shipping Board asked \$225 a deadweight ton for ships of almost the same type when its first scale of prices was formulated.

Inasmuch as the sales section of the Merchant Marine act of 1920 provides that the Shipping Board shall offer its vessels for sale to private interests and accept open, competitive bids, it is believed that the Government will be forced to sell at around \$110 to \$140. This means that the merchant fleet which cost about \$3,000,000,000 to produce under war conditions will bring hardly more than \$1,500,000,000 if private interests should acquire all of the desirable steel construction. The terms under which the United States Steel Corporation purchased the two freighters, which are oil burners with geared turbines, were not as favorable as those which are expected to be granted by the Shipping Board.

When the charter market dropped to new low levels the Shipping Board decided to withdraw its 1,200,000 deadweight tons of vessels from the export coal movement. Owing to the fact that coal could not be obtained in large quantities at the seaboard for export, the various shipowners caused a break in the market by offering their vessels for small charter hire. Charters to Rotterdam could be obtained last week at \$9.50 and \$10 a ton, while Gothenburg was quoted at \$12. The Shipping Board contends that ships cannot meet their operating expenses transporting cargoes of coal at this rate. Therefore it decided to withdraw its ships from this trade, diverting them to other movements as much as possible. It was believed that

this would result in increases in charter hire for the private owners. Thus far there is no evidence that the charterers are willing to pay more for the tonnage.

Shipbuilding costs continue to be higher than the prices at which ready tonnage may be acquired. At the present time the Navy Department is considering raising the wages of 75,000 workers in forty-three yards. The shipbuilders and ship repair interests are asking that the Navy Board refuse to accede to the demands of the men, asserting that raises in the Government plants would cause a sympathetic increase in the private yards. A further increase in the operating costs would seriously handicap the development of the American industries, the yards claim.

Four steamship companies have applied to the Shipping Board for permission to construct or buy vessels under the provisions of Section 23 of the Merchant Marine act of 1920, which allows exemption from excess and war profits taxes, provided the funds thus obtained are used for new construction of an approved type. The Pacific Mail Steamship Company, W. R. Grace & Co., the Sun Company and the Crowell & Thurlow Steamship Company have filed requests. Section 23 has been characterized as the "backbone" of the merchant marine policy, inasmuch as it exempts earnings of ships engaged in foreign trade for a period of ten years. All of the interests, with the exception of Crowell & Thurlow, asked to be permitted to build tank steamers.

The Standard Oil Company has awarded a contract for the construction of two more tank steamers. The G. M. Standifer Construction Company of Vancouver, Wash., will build the 12,000-ton tankers. Crowell & Thurlow have awarded an order for one 4,400 deadweight ton freighter to the Bath Iron Works. During the month of July American shipyards delivered to the Shipping Board a total of thirty-three steel merchant ships and launched a total of twenty-eight. There are only twenty-three more keels to be laid for Government account.

Christoffer Hannevig has gone into the courts to force the Emergency Fleet Corporation to make a settlement of "just compensation" with the Pusey & Jones Company for the construction of thirty-four ships and the cancellation of eleven contracts. In the event that he is successful in forcing payment of the \$7,145,000 claimed, it is understood that the Gloucester shipbuilding plant is to be sold to the Bethlehem Shipbuilding Corporation. The Government has withheld payment because it claims Mr. Hannevig obtained more than \$3,000,000 profit on the assignment of contracts of ships, which were to be built in his own yard.

The foreign developments continue. The Royal Holland Lloyd has announced that it will inaugurate a regular service from Amsterdam to New York in September. The Holland-America Line is starting a passenger and freight service from the Pacific Coast to Rotterdam. The Lloyd Brasileiro, the Government-owned company of Brazil, has stated that in the future it will maintain three regular routes between South America and the United States. Ships will be withdrawn from the European services to provide adequate tonnage.

## Textiles

TO add to their troubles the textile mills are now suspected by Government officials, labor agitators and others of a conspiracy to curtail production. The common form of the charge is to explain that machinery is being shut down to keep prices high. The idleness is also ascribed to political motives intended to create a depression before the election so that the present Administration may be discredited and voters won over to making a change. In justice to the mills, however, it may be said they are practically helpless in the present situation. Orders are not forthcoming and in the present risky conditions only the foolhardy can see an advantage in adding to the present surplus of goods. Of course the argument is put forward that in normal times when a slump in demand comes along the manufacturer is quite liable to keep his looms operating on goods for stock, with the assurance that an improvement in trade will lead to sales. This argument concludes with the statement that the disposition of the mills now seems to be to make no goods unless inordinately high profits are certain. In short, having accustomed themselves to fat margins the mill opera-

tors are loath to go back to the 5 and 6 per cent. days of yore.

The political aspect of the present curtailment deserves more consideration than the charge of a "conspiracy" for high prices, and linked up with it is the known desire of many employers to "teach labor a lesson." When two such fine birds can be knocked down with the same stone it must be admitted that the temptation to hurl that stone is a great one. In the woolen industry much depends on the policy which the leading factor decides upon. There are smaller organizations at the present time that would waive the opportunity to reform labor and along with it the chance to discredit the present Administration. But the fact is individually their efforts to stabilize the market would go almost unremarked. They might cut prices to the bone without making headway while the general market is so unsettled. Buyers look to the big company to establish values and they are fearful of bargains from other sources, even though they may represent very attractive offers. The obstacle, then, to the resumption of operations in the woolen industry is the lack of orders, which lack is largely due to the failure to establish market values. And to complete a vicious circle no definite action to establish values is promised until buyers become more receptive. The conspiracy charges referred to look exaggerated, but there is a modicum of truth in them to the extent that if the big mills were not such "poor losers" some headway might be made in breaking the present deadlock.

The cotton mills are accused equally with the woolen mills in the "conspiracy of curtailment." An investigation, in fact, is reported in progress in the New Bedford section. The Fall River operators explained that their association had taken no agreed stand on curtailment. It was pointed out, though, that conditions had been discussed and also the advisability of closing down in view of the lack of orders. As a contrast between their past prosperity and the present outlook came the announcement of dividends during the week, ranging up to 40 per cent. It may be imagined how great was the temptation to shut off supplies if such bonuses could be continued. In the gray goods market dullness continues and with it constant easing off of prices. "Distress goods" have come into evidence and there are sure signs of accumulations of various constructions. Buyers are showing absolutely no interest in futures, which is an indication that they feel cheaper prices will obtain later. In branded lines of cotton goods the jobbers are buying very sparingly and chiefly for filling in purposes.

During the week the Silk Association of America placed raw silk stocks in local warehouses on Aug. 1 at a total of 52,265 bales, compared with 54,839 bales stored on July 1. The accuracy of these figures was questioned in several quarters and the amount placed at double the figures given. Stocks in Japan are heavy and the surplus has reached a point where Government aid has been asked to restrict production. This is suggested in two ways, by cutting the working hours of the silk workers and by reducing the acreage.

The average consumption of raw silk in the domestic mills is put at 25,000 bales a month. At present the working schedule of these plants is reduced, the four-day week being the common rule. A comparison, therefore, of silk stocks leads some to believe that the material has not yet reached its bottom price. If this is so it explains the hesitant character of the demand for finished goods. Purchases are being made in the trade only for filling in purposes. The garment manufacturers are just as slow and careful about their purchasing of silks as the retailers.

Linen has come around to the point where importers and wholesalers find it necessary to drum up trade. In consequence of renewed competition it is reasonable to assume that prices will suffer. There has been a very active propaganda in linens to emphasize the shortage of flax, but the preliminary signs of a dull trade are evident and enough linen may be found to supply all requirements.

Burlaps are being held by importers at prices which can be shaved in the open market. The business is limited to small quantities picked up at concessions.

## Bonds

Continued from Page 202

day opened at 63, dropped to 61½, later got up to 63½, fell off to around 62½, and then gained fractionally to 62½. The refunding 5s early sold up to 62½, and then toward the end of the week fell off to around 61½, while the 6s fluctuated between 85½ and 86½. Chesapeake & Ohio convertible 5s were active, and early advanced almost a point to 76½, later fell off to 76, and then moved up again to 76½. Prices for the convertible 4½s fluctuated between 72½ and 73½. The Chicago, Burlington & Quincy joint 4s continued their activity and remained fairly steady throughout the week around 93½ and 94. Chicago, Rock Island & Pacific refunding 4s were traded in quite freely at prices ranging between 66 and 67½. Other issues quite active during the week were the Missouri Pacific general 4s, which fluctuated between 52½ and 53; New York Central debenture 6s between 88 and 88½; Pennsylvania 7s between 102 and 103; St. Louis & San Francisco issues, the prior lien 4s (Series "A") between 55½ and 56½, the adjusted 6s between 61½ and 62 and the income 6s between 48 and 48½; Southern Pacific convertible 5s between 93½ and 95½; the convertible 4s between 75 and 76, and the first and refunding 4s, among which there were quite a few "seller 30"

contracts, between 73½ and 74½; the Union Pacific first 4s between 80½ and 82 and the 6s between 95½ and 97½.

**Tractions Only Fairly Active**—Most of the bonds of this group were very inactive and inclined to slightly lower levels. The Hudson & Manhattan first and refunding 5s (Series "A") fluctuated between 55 and 55½ and the adjustment income 5s between 16½ and 17½. Interborough Rapid Transit first and refunding 5s were active and early sold down to 42½, later moved up to 42½, and then finished the week around 41½. The Interborough Metropolitan 4½s continued dull around 11 and 11½.

**Industrials Active and Irregular**—Several of the industrial issues were unusually active, with the price tendency mostly downward. The American Smelting and Refining first 5s started the week around 75½, later fell off to around 75, gained about a point to 76, and then dropped to 75½. American Telephone and Telegraph convertible 6s advanced to 95½, declined to 95½, sold up later to around 95½, dropped to 95, gained a point to 96, then declined fractionally to 95½. The Consolidated Gas convertible 7s were fairly active, and after opening up on Monday at 97, fell off to 96½, later got up to 97½, and then finished the week around 97, while the Cuba Cane Sugar convertible 7s were traded in at prices ranging between 90

and 91. The General Electric debenture 6s fluctuated between 97½ and 99; New York Telephone sinking fund debenture 6s between 86½ and 87½; United States Rubber first and refunding 5s between 77½ and 78½, the 7½ per cent. notes, which were traded in for the first time on Thursday, between 97 and 98; United States Steel sinking fund 5s between 91 and 92 and the Wilson & Co. convertible sinking fund 6s between 83 and 84.

**Foreign Bonds Rather Quiet**—The foreign section was not as much disturbed during the week as a great many had expected it would be on account of the rather unfavorable Polish-Russian situation. About the only issue to display any market weakness was the United Kingdom 5½s of 1937, which toward the end of the week sold off to around 81½ from a high established on Monday of 82½. On the other hand the Belgium, Swiss and French issues did not lower their values to any great extent. The Belgium 7s fluctuated between 97 and 97½; the Swiss 8s between 102½ and 103 and the City of Paris 6s between 91 and 91½. The Japanese issues were fairly active during the week and followed a rather irregular course. The 4s of 1931 early sold up to 54, later dropped a point to 53, moved up again to 54, finishing the week around 53½, while the first and second 4½s fluctuated between 71½ and 72 and 70 and 71½, respectively.

## Dividends Declared and Awaiting Payment

STEAM RAILROADS.															
Company.	Rate.	Pay- able.	Books Close.	Company.	Rate.	Pay- able.	Books Close.	Company.	Rate.	Pay- able.	Books Close.	Company.	Rate.	Pay- able.	Books Close.
Boston & M. pf.2	Q	Aug. 1	Aug. 10	Concor. Gas...	Q	Aug. 15	Aug. 11	Riordan Pulp &...	Q	Aug. 30	Aug. 24	Underwood Typ.2	Q	Oct. 1	Sep. 4
Buff. & Susq. 1½	Q	Sep. 30	Sep. 15	Cons. C. pf. 1½	Q	Aug. 15	Aug. 10	Do pf. 1½	Q	Aug. 31	Aug. 16	Do pf. 1½	Q	Oct. 1	Sep. 4
Can. Pacific 2½	Q	Oct. 1	Aug. 31	Cos. & Co. pf. 1½	Q	Sep. 1	Aug. 16	Savage Arms...	Q	Sep. 15	Aug. 9	Un. Ch. St. pf. 1½	Q	Sep. 1	Aug. 31
Do pf. 1½	Q	Oct. 1	Aug. 21	Cramp & Sons...	Q	Sep. 10	Aug. 10	Do 2d pf. 1½	Q	Sep. 15	Sep. 1	Un. Drug 2d pf. 1½	Q	Sep. 1	Aug. 16
Ches. & O. pf. 1½	Q	Sep. 1	Aug. 10	Crescent P. L. 1½	Q	Sep. 15	Aug. 24	Schulte R. Sts. 1½	Q	Aug. 24	Aug. 9	Un. Gas Imp. 1½	Q	Sep. 15	Aug. 31
Do pf. 1½	Q	Sep. 1	Aug. 10	Cuacole St. L. 2-7	Q	Aug. 31	Aug. 15	Seamans (R.E.)	Q	Aug. 31	Aug. 16	U. S. Gypsum 1½	Q	Sep. 30	Sep. 15
Del. & B. pf. 1½	Q	Sep. 1	Aug. 14	Davenport Coal...	Q	Aug. 15	Aug. 15	Do pf. 1½	Q	Aug. 31	Aug. 16	Un. Ret. Stores...	Q	Sep. 30	Sep. 15
Del. & Hudson 2½	Q	Sep. 20	Aug. 18	Dec. & Cohn pf. 1½	Q	Sep. 1	Aug. 20	Sinclair Oil pf. 82	Q	Aug. 31	Aug. 16	U. S. Steel 1½	Q	Sep. 29	Aug. 31
Ill. Central 1½	Q	Sep. 1	Aug. 3	Do pf. 1½	Q	Sep. 1	Aug. 20	Smith (A.O.) pf. 1½	Q	Aug. 16	Aug. 2	Do pf. 1½	Q	Aug. 30	Aug. 3
Montreal L. H. & P.	Q	Aug. 16	July 31	Do pf. 1½	Q	Sep. 1	Aug. 14	So. Pipe Line...	Q	Sep. 1	Aug. 16	Un. Tank Car. 1½	Q	Sep. 1	Aug. 5
North Penn. 1½	Q	Aug. 23	Aug. 11	Dom. Bridge 2½	Q	Aug. 16	July 31	S. W. P. & L. pf. 1½	Q	Sep. 1	Aug. 16	Do pf. 1½	Q	Sep. 1	Aug. 5
Pennsylvania 1½	Q	Aug. 31	Aug. 2	Dominion Oil...	Q	Sep. 1	Aug. 10	Stand. Milling...	Q	Aug. 31	Aug. 14	Valvoline Oil...	Q	Sep. 15	Sep. 8
P. & A. pf. 1½	Q	Sep. 1	Aug. 20	Dow Chemical...	Q	Aug. 16	Aug. 5	Stand. Milling...	Q	Aug. 31	Aug. 21	Van R. 1st pf. 1½	Q	Sep. 1	Aug. 16
So. Pacific 1½	Q	Sep. 1	Aug. 31	Do pf. 1½	Q	Aug. 16	Aug. 5	Do pf. 1½	Q	Aug. 31	Aug. 21	Do 2d pf. 1½	Q	Sep. 1	Aug. 16
Union Pacific 2½	Q	Oct. 1	Sep. 1	Eastman Kodak...	Q	Oct. 1	Aug. 31	St. Oil, Cal. 2½	Q	Sep. 17	Aug. 14	Va.-Car. Chem. 2	Q	Sep. 1	Aug. 16
Do pf. 1½	Q	Oct. 1	Sep. 1	Eastman Kodak...	Q	Oct. 1	Aug. 31	St. Oil, Ind. 1½	Q	Sep. 15	Aug. 16	Wabasso Cotton 1½	Q	Sep. 1	Aug. 16
W. Penn. R. pf. 1½	Q	Sep. 15	Sep. 1	Do pf. 1½	Q	Oct. 1	Aug. 31	St. Oil, Ind. 1½	Q	Sep. 15	Aug. 16	Waymanuck P.	Q	Sep. 1	Aug. 16
				Elec. Stor. Bat.	Q	Oct. 21	Aug. 11	St. Oil, Kan. 3	Q	Sep. 15	Aug. 31	W. I. Sug. Fin. 1½	Q	Sep. 1	Aug. 14
				com. & pf. 1½	Q	Oct. 1	Sep. 13	St. Oil, Kan. 3	Q	Sep. 15	Aug. 31	Do pf. 1½	Q	Sep. 1	Aug. 14
				Eric Lig. pf. 1½	Q	Oct. 1	Sep. 15	St. Oil, Ohio 3	Q	Oct. 1	Aug. 27	Web. & Hell. pf. 1½	Q	Sep. 1	Aug. 5
				Farm. Players...	Q	Oct. 1	Sep. 15	St. Oil, Ohio 3	Q	Oct. 1	Aug. 27	Welch G. Juice...	Q	Aug. 31	Aug. 20
				Gen. Util. pf. 1½	Q	Oct. 1	Sep. 15	Do pf. 1½	Q	Sep. 15	Aug. 25	White Engin'g...	Q	Sep. 1	Aug. 16
				Gen. Asphalt pf. 1½	Q	Sep. 1	Aug. 16	St. Oil, N. Y. 1	Q	Sep. 15	Aug. 25	White Engin'g...	Q	Sep. 1	Aug. 16
				Gen. Chemical 2	Q	Sep. 1	Aug. 20	Steel Prod. pf. 1½	Q	Sep. 15	Aug. 25	White Motor...	Q	Sep. 30	Sep. 15
				Gen. Cigar pf. 1½	Q	Sep. 1	Aug. 25	Stern Bros. pf. 1½	Q	Sep. 1	Aug. 20	Woolworth (F.)	Q	Sep. 1	Aug. 16
				Do deb. pf. 1½	Q	Sep. 1	Aug. 25	Studebaker com.	Q	Sep. 1	Aug. 20	Woolworth (F.)	Q	Sep. 1	Aug. 16
				Gen. Develop. 1½	Q	Sep. 1	Aug. 25	Superior &...	Q	Sep. 1	Aug. 20	W. I. Co. 2½	Q	Sep. 1	Aug. 10
				Goodrich Co. 1½	Q	Sep. 1	Aug. 25	Tacoma Gas &...	Q	Sep. 1	Aug. 20	Woods Mfg. 2	Q	Sep. 1	Aug. 25
				Goodrich Co. 1½	Q	Sep. 1	Aug. 25	Tex. Chief Oil...	Q	Sep. 1	Aug. 20	Holders of record; books do not close.			
				Goodrich Co. 1½	Q	Sep. 1	Aug. 25	Thomp. Star pf. 1	Q	Sep. 1	Aug. 20	Payable in Liberty bonds.			
				Goodrich Co. 1½	Q	Sep. 1	Aug. 25	Timken-Detroit	Q	Sep. 1	Aug. 20	Payable in common; in preferred.			
				Goodrich Co. 1½	Q	Sep. 1	Aug. 25	Axle pf. 1½	Q	Sep. 1	Aug. 20	Account accumulated dividends.			
				Goodrich Co. 1½	Q	Sep. 1	Aug. 25	Tob. Products...	Q	Sep. 1	Aug. 20				

## NATIONAL BANK OF CUBA

W. A. Merchant, President, Havana, Cuba

Sole Depositary and Fiscal Agents  
of the Government of CubaGeneral Balance Sheet, June 30, 1920  
(United States Currency)

ASSETS	
Cash:	
In Vaults.....	\$40,675,390.31
Due from Banks and Bankers.....	31,307,945.74
Remittances in Transit.....	18,992,290.68
	\$90,975,626.73
Bonds and Stocks:	
Government Bonds.....	\$3,142,173.50
City of Havana Bonds.....	462,315.74
Other Bonds.....	353,814.01
Stocks.....	123,403.28
	4,081,706.53
Loans, Discounts, Time Bills, etc.....	113,902,091.27
Bank Buildings and Real Estate.....	2,093,919.70
Sundry Accounts.....	392,374.13
Customers' Liabilities.....	6,959,986.54
Securities on Deposit.....	20,403,704.90
Total.....	\$238,809,410.20
LIABILITIES	
Capital.....	\$5,000,000.00
Surplus.....	9,000,000.00
Undivided Profits.....	1,447,220.18
	\$15,447,220.18
Deposits (Securities).....	20,403,704.90
Due to Banks and Bankers.....	1,381,850.62
Pension Fund for Employees.....	110,000.00
Acceptances and Letters of Credit.....	6,959,986.54
Deposits.....	194,506,647.56
Total.....	\$238,809,410.20

\*Deduct \$300,000.00 for the semi-annual dividend of 6%, payable July 1, 1920.

Cuban business can be transacted through our associate bank—

Bank of Cuba in New York  
(A State Bank)

34 Wall St., New York



# Full Foreign Trade Effort Waits on Reparation Commission

Continued from Page 108

men, who have maintained their enthusiasm through the dull and lethargic days, have organized the first Edge bill corporation. The Edge bill, as an amendment to the Federal Reserve act, has been on the statute books for some months, but as yet we have only one corporation formed under its provisions.

The First Federal Foreign Banking Association, formed in New York by a group of prominent bankers and industrial leaders, has been quietly blocking out its program with the idea of acquiring all the information and all the facilities possible for expediting foreign trade along intelligent and intensive lines. And the amount of business which has been offered to this concern would surprise a good many doubting Thomases who believe that the United States is interested only in domestic affairs.

W. S. Kies, a senior officer of the First Federal Foreign Banking Association, sailed for Europe last week, where he will spend the next three or four months in intensive study of the situation. What Mr. Kies really is doing is making a credit survey. He wants to find out for himself just what surety the foreign customers can give. It is easy enough to sell to a client who has cash with which to pay. The real trick and the art of selling lies in doing business with the man or the concern which has to have credit for a long time. Mr. Kies, equipped with a good many years of practical experience in arranging credits for commercial and industrial companies, has gone over to see what he can find out regarding credit conditions abroad, especially in the new countries where credit information is inclined to be vague and at times misleading.

An exhaustive study of credit conditions will do much good, but it won't solve the whole problem of doing business in Europe. That is because after the credits have been arranged and the sale of the goods agreed to, some one has to finance the credit. That, so to speak, is the little joker in the foreign trade pack. Almost anybody here can sell and almost anybody abroad will buy if only some third party will put up the money for the time being, and "the time being" in this case may extend over quite a long period.

As everybody knows, there has been no big, comprehensive scheme for arranging credits. No big sale of securities predicated on foreign trade has been made. A few European Governments have floated loans here within the last eight months or a year, but the aggregate of these loans is only a fraction of the value of the goods we have been selling to foreign countries. Obviously, some one has been financing these transactions, and the precise method, or methods, for there have been several of them, might take a little explaining for the benefit of those who scoff at the idea that American investors must, in the final analysis, finance this business.

In the first place, Europe has been paying in cash or in what negotiable securities she could scrape together for a good part of the purchases. When she pays in cash she "pays through the nose," for the state of the exchanges makes this form of payment excessively expensive. Only the direst necessity could induce Europe to do this. As for the negotiable securities, a careful compilation of the available securities Europe had shows that she must be close to the bottom of her strong box. She may be able to float a considerable number of her own incorporations in this market, but this process will take a long time, and is more or less doubtful at best.

## DANGER TO OUR BANKS

In the second place, many American merchants have been selling abroad on what is known as "open account." That is, the merchants themselves give the credit, and a long and indefinite credit it is likely to be. It is not a good business method to do this, but if the immediate profits are attractive, as in the great majority of cases they are, the merchants are very apt to do it. An open account credit, with interest compounded and a handsome profit on the original sale, "looks good" to the merchant who is not especially concerned with the more remote future or with the domestic banking situation.

The danger of this second system lies largely in the way it affects the domestic banking situation. The open account does not always show exactly what it is in the individual credit sheet. In more than a few instances it appears as "bills receivable," an item of the utmost respectability when legitimately accounted, but one open to grave question when not. In this matter of converting a European open account of some question to a bills receivable designation the practice is like to choke up the banking structure if carried far enough. For the merchant who has sold abroad calls the sale a "bills receivable," and on the strength of this borrows extensively from his bank. That merely is passing the load of foreign trade finance to the commercial bank, a place of all places where it should not be.

What ought to be done, and what the leaders in the Edge bill company think could be done if sufficient effort were made, is to finance the slow credits arising out of foreign export trade in the general market—not in the banks at all. And these men are laying plans and have blocked out a scheme for reviving interest in foreign trade, and in doing so have taken into consideration the mistakes made a year ago when this thing was attempted, and have profited by their year's experience.

As explained by Mr. Kies just before he sailed, there are two ways of financing these credits. The

first is to create a security which will answer the purpose and an investing clientele which will buy the security; and the second is to create a banking structure which will handle the short credits during the interim in which they are undergoing the process of transition into the long credits.

The second is comparatively easy to get. The big difficulty is in fixing up the investment security. This may be an acceptance, an ordinary trade document which, under the amended law, may be made to run for as long as twelve months, the last three months of which it may be eligible for rediscount at the Federal Reserve banks. Admittedly, there is not much demand for such paper at the present time. Our acceptance market, built up within the last two or three years, has not attained a breadth where it will absorb very many bills not immediately eligible, or capable of being made immediately eligible by the indorsement of some member bank, at the Reserve banks. But Mr. Kies and his associates think this market can be broadened if the people who are primarily interested in foreign trade—the merchants who desire to sell abroad—will concern themselves with the popularizing of the new paper.

A second form of security could be the debenture note contemplated in the Edge bill. This note ought to be a prime investment, and doubtless it will be if ever people come to understand it. Just now it would have rather hard going, considering the competition it would have to meet with the general investment market which is at an unusually high interest rate basis.

And behind both the acceptance and the debenture note there is the question of foreign security pledged as collateral. Men in the export business say they are experiencing a great deal of trouble in getting bank indorsements abroad. In Germany, of course, it is virtually impossible to get a satisfactory indorsement just as it is practically impossible to get a satisfactory mortgage until the Reparations Commission finishes its work and Germany finds out what she has to pledge for her own purposes and what has been pledged for the indemnity. In the other Continental countries there is difficulty in getting bank indorsements because of the precarious condition of the exchanges. Bankers here think pressure should be brought to bear on the Reparations Commission to expedite its work, clear the financial atmosphere and allow business to get back to normal. If this is done, then, say the foreign trade bankers, they can go ahead and use their influence with Americans to buy the securities. This, they think, will have to start with the merchants who want to sell, or keep on selling. It is up to them to do their part in popularizing the foreign trade security, and the bankers are sure they will. But, first, the character of that security has to be established.

## Increased Labor Efficiency Keynote to Decreased Building Costs

By HOMER HOYT

Formerly Professor of Economics at Delaware College

SEVERAL recent writers in THE ANNALIST and other economic journals seem to be of the opinion that the cost of building cannot possibly fall within the next few years and that it is useless to postpone building operations another day in the hope of a falling market. I desire to season these positive statements with a grain of salt.

Labor is the keynote of the building situation. Not only is the direct labor cost of erecting a building almost half of the total cost, but the building materials themselves are only reflected wage bills. As it is well expressed in a pamphlet published by the George A. Fuller Construction Company, "for every dollar spent for brick, cement or steel which goes into a building, from 85 to 90 per cent. of such price ultimately goes back to the laborer who dug the clay, mined the coal, burned the brick, ground the cement, rolled the steel, and transported all of them over the railroad lines to the site of the work and built them into the structure."

Most of the writers admit that labor is the dominating factor in the cost of a new house, but they assume that there cannot possibly be a decrease in the labor cost of building. With this latter conclusion the present writer cannot entirely agree. It is true that actual wage rates, while apparently checked in their upward movement, will fall slowly, if at all. But although wage rates may hold their own, the efficiency of labor is re-

ported to be increasing everywhere and the labor cost per unit of product must therefore be at least slightly diminishing.

While no exact figures are available, it is roughly estimated by some that labor is only 70 per cent. efficient as measured by its pre-war standards. If that be true, an increase of 10 per cent. in labor efficiency seems plausible, and such an increase in efficiency would spell a corresponding 10 per cent. decline in the labor cost of erecting buildings, and since labor cost is 90 per cent. of the total cost of building, it would also mean almost a 10 per cent. decline in construction costs.

It is true that there is now a great shortage of houses—a vacuum that amounts to a year and a half of normal building—and that there will probably be a tremendous demand for new building in 1921 and 1922 if building costs recede, but this demand should not necessarily raise building material prices. Normally all the branches of the building materials industry are highly competitive with a surplus productive capacity, and if there is any fall in their costs of production as a result of increased labor efficiency this competition will tend to give the benefit of these lower costs to the consumer in the form of lower prices. Moreover, it must not be forgotten that when the building materials industries are working at full capacity to meet the requirements of a great building boom their overhead costs will be considerably reduced and as a direct result of the increased demand they would be able to sell at a lower price.

The present writer does not attempt to clothe himself in the mantle of a prophet and he re-

ligiously refrains from making any predictions as to the future course of building costs. The efficiency of labor may not increase, wage rates may start upward again, the old competition in the building industries that kept prices down toward costs may be much weaker than formerly, and for any or all of these reasons building costs may stay on their present plateau or even ascend higher peaks.

It seems safe to say that we will probably never live to see the day when building costs fall to the old pre-war level. But building costs are not only far above pre-war levels, but they are far above their armistice level, and it would not be impossible for these costs to lose some of the gains they have made in 1919. Building material prices were kept unduly depressed during the war and it was only natural that they should bound upward after the pressure of the Government boards was released, but the writer believes that building costs may have bounded upward too far and that a reaction might conceivably take place that would cause them to drop 10 or 15 per cent. below their present pinnacles.

LUKE J. MURPHY, formerly of the National Bank of Commerce in New York, has been elected assistant cashier of the North American Bank.

THE Mercantile Bank of the Americas announces the appointment of A. F. Lindberg as Assistant Manager. Mr. Lindberg was a member of the Nicaraguan High Commission.

ADVERTISEMENT.

ADVERTISEMENT.

New Issue

\$5,000,000

**National Cloak & Suit Company****Ten-Year 8% Convertible Sinking Fund Gold Notes**

Dated September 1, 1920

To be Presently Authorized and Issued

Due September 1, 1930

Interest payable March 1st and September 1st

Coupon Notes in denominations of \$100, \$500 and \$1,000, registerable as to principal only, redeemable in whole or in part at the option of the Company on any day prior to their maturity upon thirty days' notice at 100%, or for sinking fund at 105, in either case plus accrued interest.

Interest payable without deduction of normal Federal Income Tax not in excess of 2%.

Convertible up to and including March 1, 1930, at par into Common Stock at \$100 per share.

Notes called for redemption retain right of conversion until redemption date.

The Company will make payment to the Trustee on or before Dec. 1, in each calendar year during the life of these notes, of cash sufficient to call and redeem notes at 105 and accrued interest, as follows, viz.: 5% of the total authorized issue in each of the years 1921 and 1922 and 10% thereof in each subsequent calendar year, the notes so to be retired to be drawn by lot by the Trustee.

**COLUMBIA TRUST COMPANY, NEW YORK, TRUSTEE**

For information regarding these notes, we refer to the letter of Mr. S. G. Rosenbaum, President of the Company, copy of which can be obtained from the undersigned and from which the following is summarized:

The proceeds of this issue will be applied to reduce the current liabilities of the Company and will substantially increase its working capital.

The notes will be the direct obligations of the National Cloak & Suit Company, which has no other Funded Debt.

They will be issued under a Trust Indenture which will provide in substance, among other covenants, that so long as any of these notes are outstanding:

Neither the Company nor any subsidiary will mortgage or pledge any of their real or personal property now owned or hereafter acquired. This covenant shall not prevent the Company or any subsidiary from purchasing property subject to a mortgage or from creating a purchase money mortgage to the extent of 75% of the fair value of the property purchased, nor from pledging as securities for loans made to it in the regular and current conduct of its business, accounts receivable or other liquid assets or stocks, bonds or other securities owned by it other than stocks or securities of subsidiary or controlled companies.

The Company and its subsidiaries will at all times maintain an excess of tangible assets over the sum of all its liabilities, exclusive of these notes, in an amount equal to at least 200% of the principal amount of said notes then outstanding, and will at all times maintain its net current assets in an amount equal to at least 125% of the principal amount of said notes outstanding.

The Company will declare no dividend on its Common Stock at any time when such net current assets shall not be at least 150% of the aggregate principal amount of said notes then outstanding.

**FINANCIAL**

The net current assets of the Company, based upon its Balance Sheet at December 31, 1919, after including the proceeds of the present issue of notes, but not taking into account expenditures on Fixed Assets of approximately \$1,000,000 from Jan. 1st to June 28th, 1920, and not including any other changes arising in the regular course of business during that period, amount to \$9,128,682.57 and the total net tangible assets amount to \$14,280,265.56.

After giving effect to the saving of interest, net profits available for interest on these notes during the 4-year period 1916 to 1919 inclusive averaged \$2,423,136.20.

The maximum annual interest charge on these notes is \$400,000, which will be gradually reduced as the notes are retired by the Sinking Fund.

The net sales of the Company have increased from \$15,164,727 in 1914 to \$39,449,985 in 1919.

**Price 100 and Interest, to Yield 8%**

It is expected that temporary notes, pending the engraving of definitive notes, will be ready for delivery, when, as and if issued, on or about September 1, 1920.

This offering is made in all respects subject to the due authorization of the issue by the stockholders, their creation and delivery to us, and the approval of all matters by our counsel, Messrs. Sullivan & Cromwell of New York. Concurrently with this offering, the Company is inviting subscriptions from its stockholders. Reservation of sufficient notes has been made for stockholders who have not waived their right to subscribe, so as to enable us to offer the notes for public subscription.

**Lehman Brothers**  
New York City

**Goldman, Sachs & Co.**  
New York City

We do not guarantee the statements and figures presented herein, but they are taken from sources which we believe to be accurate.

## Senator Harding and Governor Cox

The Peace Treaty and the League of Nations is the issue which the Democratic candidate for president will present to the voters, the Republican candidate being opposed to both League and Treaty.

To understand the question one must read the documents. Both are printed in actual form in Current History Magazine for August, 1919. Any one now sending a twelve months subscription for the magazine will receive the August, 1919 number, free of cost.

August, 1920 issue now on newstands, 200 pages, illustrated.

Address:

CURRENT HISTORY  
Times Building  
New York City

X

PUBLISHED ANNUALLY.

X

## LONDON DIRECTORY

with Provincial & Foreign Sections.

enables traders to communicate direct with

### MANUFACTURERS & DEALERS

in London and in the Provincial Towns and Industrial Centres of the United Kingdom and the Continent of Europe. The names, addresses and other details are classified under more than 2,000 trade headings, including

### EXPORT MERCHANTS

with detailed particulars of the Goods shipped and the Colonial and Foreign Markets supplied;

### STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate Sailings.

One-inch BUSINESS CARDS of Firms desiring to extend their connections, or Trade Cards of

### DEALERS SEEKING AGENCIES

can be printed at a cost of 8 dollars for each trade heading under which they are inserted. Larger advertisements from 10 to 80 dollars.

A copy of the directory will be sent by parcel post for 10 dollars, nett cash with order

**THE LONDON DIRECTORY CO., LTD.,**  
25, Abchurch Lane, London, E. C. 4, England.

BUSINESS ESTABLISHED 100 YEARS.

X

X



